

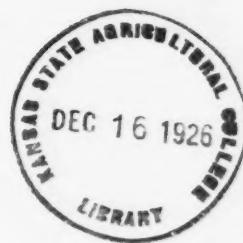
The PRODUCER

Vol. VIII

DENVER, COLORADO

No. 7

Thirtieth Annual Convention of American National Live
Stock Association, Salt Lake City, Utah, January 25-27, 1927



DECEMBER 1926

Official Organ of the
AMERICAN NATIONAL LIVE STOCK
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

The Denver Stock Yards

have purchased so far this year over 5,000 tons of mountain hay for yard feeding. This, together with the mountain water always available, has resulted in unusual fills at Denver the past season.

Compare Your Weights as Well as Prices

The Denver Market has three large packers—Armour & Co., Blayney-Murphy Packing and Provision Company, and Swift & Co.—as well as numerous smaller killers, order buyers, and others. Feeders from various sugar-beet sections as well as from the Corn Belt secure their supplies of feeding cattle at Denver.



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MANY range cattlemen and hundreds of Corn Belt feeders have looked forward to the time when stockers and feeders would be moved directly from the range to the feed-lot.

That time is now here.

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The National Live Stock Producers Association

With Selling Agencies at the Following Markets:

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ST. LOUIS

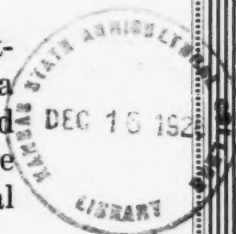
SIOUX CITY
PITTSBURG

CINCINNATI
FORT WORTH
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BUFFALO

CLEVELAND
EVANSVILLE

DETROIT
PEORIA





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Agriculture is of basic importance, both in life and in politics.

It concerns both the farmer and the city man; they depend on each other.

The farms supply the food for the towns. The towns furnish the market place for the farmer's goods.

Farmers want high prices. City dwellers want low prices. Our function is to serve both producer and consumer with a marketing system that is low in cost, eliminates waste, and is direct.

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The marketing of farm products is said to be chaotic, unorganized, wasteful. There are at least exceptions. One is the marketing service furnished by the meat packing industry.

This service is direct. Unnecessary middlemen are eliminated.

It offers the farmer a nearby cash market all the time; prepares farm products with a renowned efficiency; and distributes them direct to retail merchants everywhere.

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The National Distribution Conference found that the cost of the packer's distribution service is the lowest of 17 wholesale trades investigated.

The total marketing cost between the farmer and the consumer is lower for the products we handle than it is for farm products in general.

For 50 years, Swift & Company has been marketing perishables.

Concrete examples and figures will be given in future statements, showing that our marketing system is direct and that the cost has been cut down to the lowest possible point.

Swift & Company

L. B. Swift
President

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**Twenty-First Annual National
Western Stock Show**

Union Stock Yards, Denver, Colorado
January 15-22, 1927

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Fares:

Open rate of fare and one-third for the round trip.

Territory:

From points in Colorado, Kansas, Nebraska, Montana, New Mexico, Idaho, Utah, Wyoming, and South Dakota (west of the Missouri River); also from Missouri River points, Kansas City to Sioux City, inclusive.

Dates of Sale:

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Stop-Overs:

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For any further information concerning the show, address

NATIONAL WESTERN STOCK SHOW

Union Stock Yards, Denver, Colorado

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GENERAL uniformity of live-stock prices which prevails throughout the United States is not confined to the public markets, but exists also in connection with direct and country buying.

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ARMOUR AND COMPANY
CHICAGO

THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume VIII

DENVER, COLORADO, DECEMBER, 1926

Number 7

Uncle Sam's Buffaloes

BY JOHN H. HATTON

Denver, Colorado

[Concluded from November number]

MORNING dawned bright and fair, and with torrid forebodings. We were awakened by the supervisor calling "Peep, peep, peep!" and "Come, Dolly! Come, Dolly!" The first call was for the turkeys that were assembling to the tune of mother-hens calling their young, and strutting, gobbling gobblers. The second call was for a pretty doe and her twin fawns that had just emerged from a wooded thicket a short distance from the lodge. Soon another doe and two more fawns appeared; but only the turkeys and Dolly, who had become a regular morning caller, we were told, came close enough to eat the oats he was putting out for a decoy.

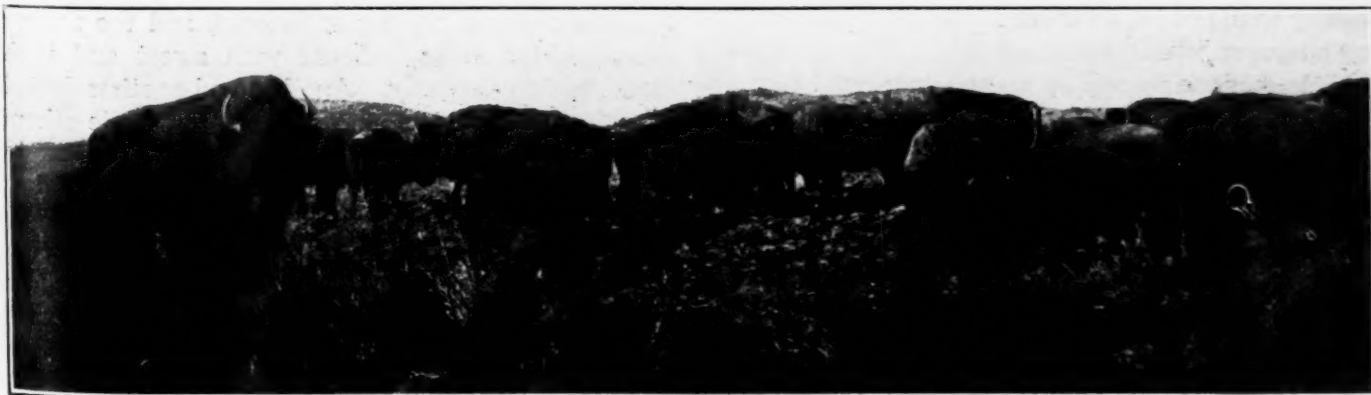
This was to be Buffalo Day. The forest ranger and his assistant had the horses all ready as we rose from a delightful breakfast with Mr. and Mrs. Supervisor. I was assigned "Old Bill"—a splendid bay, noted from experience for his sagacity in herding

buffaloes or eluding them. My friend was given a trim gray, and the supervisor and his men rode their regular mounts—all strong, swift, wiry animals, ready for severe tests of endurance. It is necessary to keep the horses grained regularly, although work with the game is only occasional and intermittent. The tests to which they are put would be too severe on only a pasture diet.

Before we started out, the supervisor received a telephone call from a picnic party, asking us to join them for dinner at noon; which invitation, of course, was duly accepted.

Buffaloes Begin to Appear

Entering the high woven-wire pasture, containing some 7,300 acres, through a strong gate that the ranger unlocked for us, we were now among the game. But we saw none at first. The area is hilly,



CLOSE-UP OF SOME COWS AND CALVES



with considerable parts rough and wooded, and we rode quite a distance among the valleys and hills before we encountered any buffaloes. Then we came to a great bull, lying down by himself in a "buffalo wallow," panting in the heat. My inclination was to ride up close, but the great beast began to roll like a horse, and they warned me to come away; for that was the signal for a challenge. When on their feet, they told us to watch out when a buffalo begins to eat ravenously of anything within reach; for that was another challenge to combat. We observed this in another of the big bulls a little later, and I had to be called away again.

Old Bill would let me rein him about so close, and, seeming to observe these signals, would swiftly withdraw apart—very much as a race-horse whose jockey is unsuccessfully trying to hold him back for the start at the pole. We saw a small bunch of thirty to thirty-five buffaloes a little farther on, but none of these were the object of our search; so we saved our energies for the main herd. We stopped on a rocky point to fix the fence, held up here by a sort of tripod arrangement which had fallen. Near by we found the remains of a great bull that had either died in combat or been killed by lightning, according to the opinion of the local forest officers. My friend asked the supervisor for the head, if no other disposition was to be made of it, since buffalo heads don't grow on trees these days. Many a fine bull in the herd, when attaining a certain age and once master, has met his Waterloo in combat with younger, more active animals—not unlike the Dempsey-Tunney event. It introduces a real problem when it is desired to keep particularly fine individuals. The finest bull in the whole herd was thus crippled during our visit—injured some way in the back through the terrible strain of vicious combat. Once master of the herd, he will not give up if he can help it, and will spend his last ounce of strength. But, once defeated, his days are practically numbered; for the others will often gang up on him then, and actually kill him outright. This has happened often during the twenty years the Wichita herd has been developing. We decided that a possible remedy would be to dehorn the bulls desired for breeding purposes, which would possibly reduce their pugnacious tendencies, and so make them avoid combat. The bulls are all kept together in separate pasture from about October 1 to July 1.

Asked what a man on foot in the pasture would do in case of attack, the ranger replied: "In the first place, we don't take 'constitutionals' in here; but if that should happen, and it is handy, climb the first tree, because you wouldn't have time either to work your way under or climb over the top of the six-foot mesh, with its reinforcement of three barbed wires on top of that."

Other Denizens of the Forest

Suddenly he shouted: "*Look out there! Get your horses back!*" His own horse had almost stepped on a great rattler, crawling through the thick grass rank throughout the pasture. We all dismounted and took part in dispatching him. He measured something over four and a half feet, and was as thick as my forearm. With his pocket-knife my friend severed the tail for a souvenir, the tail having ten rattles and a button.

We proceeded from here to the remote parts of the big pasture, in quest of the main herd, and came to "Cold Springs." The day was intensely hot, and we stopped for a drink. I lay down on the ground for a few minutes, in the shade of some native pecan trees near by, to see if I could cool off a bit. Another shout from the ranger, and another rattler, not twenty feet from where my not overly protected head was resting, and coming in my direction! Having personally had the greatest thrill this time, I persuaded my companions to let me dispatch this one, which I promptly did by first striking him a heavy blow with a club about a third of the way back from his head, which, I was once told, is the main seat of a snake's motive power. Nine rattles and a button on this one. To our gratification, we saw no more rattlers after these two.

We had almost circled the big pasture, and were returning toward our starting-point, when we came to the main herd—as fine a bunch of buffaloes as one would wish to see. They were grazing in solid formation, much as the cattle we noticed the day before, and toward the gate through which we planned to push them to the smaller pasture and the corrals. I saw no particular excitement or agitation among them, and began to think of my friend and my promises to him.

We actually drove them without any trouble for quite a distance nearer the gate. But when we got to within about one-eighth of a mile, matters began to look different. First, we saw the ranger streak out at an appalling speed, in pursuit of a beautiful cow that had broken for the open. They were over a ridge and out of sight in less time than it takes to tell it. But she was too swift to head, and the ranger returned, his horse lathered with sweat and with flanks heaving terribly. Another and another darted for liberty; and different ones in turn, while others held the now surging, seething mass, undertook to head and return them. Sometimes they succeeded, but as often failed. The calves—seemingly as fleet as their mothers—when sorely pressed would slap their fat little rumps with their short, quirt-like tails, in a most laughable manner. It reminded me of a small boy with a switch, pretending he is a racing-horse. I verily believe it made them go faster. Once a calf broke away by himself, and the way that

snorting, barking mother joined him was truly devotional.

Charging the Enemy

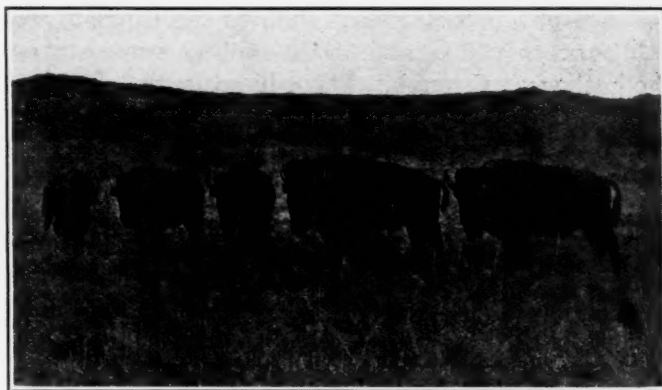
For more than two hours we fought back and forth to hold them from breaking. A few would get away, in spite of all that our horses could do, and we were making no progress toward the gate. Finally the ranger said: "There's no use fooling longer this way. Let's charge them!" And we did, cavalry fashion, like a mob of howling Indians. Our various impacts served only to make dents here and there in the great heaving, raving mass of rumbling, snorting flesh. Between the impacts the milling, churning animals darted toward the open spaces, and we were truly in for it to turn the leaders back. Simultaneously we about-faced. It looked hopeless. The ranger's assistant, in a terrible dash over an arroyo, flanked by two surging lines of leaping brutes, was thrown about twenty feet headlong by his horse tripping and falling. Quick as a cat, and in terrifying confusion, he regained his horse as it struggled to its feet, and, remounting, continued the dash, actually succeeding in turning back his portion of the line. We brought them back with the loss of but four or five; our horses for the moment winded, and ourselves hot and tired and discouraged.

We were riding quietly back and forth, like soldier sentinels, holding them in compact form, catching our breath, when I noticed one particular cow and her calf that kept on the advance line and constantly on the watch for an opening. Every now and then she would dart out toward the horseman nearest, and return, each time coming a little farther, until finally she made a vicious dash for liberty, at a speed that was simply astounding, her offspring running easily just in front of her protecting shoulder. The supervisor—who is a large man, but who had a strong, swift mount—was nearest, and turned in hot pursuit. At about the "quarter" he managed in some way to turn her back; but she had visibly decided not to rejoin the herd. I relayed the supervisor on the return dash with Old Bill; but her course circled outward and away from the herd into the open spaces of the big pasture. It was a great run! Bill was going strong, leaping boulders and pitfalls, and seemingly enjoying the chase. I was yelling like a Comanche. We came alongside, but at a safe distance.

A Hot Chase

We drew closer. "*Back, back, you foaming brute! Get to h—— out of here!*" I screamed in a voice that needed no radio to amplify. She looked me straight in the countenance, out of her red, glowing orbs, snorted until I could almost feel her hot breath, and, without in the least diminishing her momentum, turned and charged us—Bill and me. Now we were

going tandem, and stronger than ever, if that were possible, with Old Bill and me just a jump or two in the lead. In the excitement, I yelled back to her: "Don't misunderstand me, Mother Buffalo! I'm not seeking your exclusive society. I just thought you ought to stay with your companions. Besides, there are a pretty forest clerk, and some Lawton school-ma'ams, and other friends down there on the picnic grounds, who are to have my presence for the noon



SOME OF THE YOUNGER BULLS

hour. They've fried chicken and—— Don't think I'm trying to kidnap your offspring! No, I've three of my own back in Denver, and the last words they said to me were: 'Daddy, don't stay away long!' I have no ulterior motives——" (Strange, with the right angle of incidence, how many thoughts you can reflect in a few brief seconds!)

Meantime Old Bill (bless his carcass!), who had truly studied and knew buffaloes better than his rider, was demonstrating how much clay and sand and rocks he could scoop up in the hollows of his shod and glittering heels—and doing right nobly, I assure you.

It was all over in a few seconds. I persuaded Ma Buffalo of my sincerity, and Bill of his dexterity. She went her way, and Bill and I went ours—back to our companions, who had watched us until we were out of sight over the first ridge. The supervisor solicitously inquired: "Where's 'Old Snort'?" I replied, flushed and stammering: "We had an argument back there, and she would have been here with Bill and me, had the argument lasted a minute and a half longer. But I recalled a previous policy of mine 'never to argue with a woman'—at least for any extended period; and she and her sturdy progeny are waiting over the hill yonder for the rest of the herd to join them."

Then they told us that "Old Snort" (for that was her real name) was the most vicious and dangerous female in the herd—which was some compensation for me and Bill leaving her to her own sweet inclinations.

"Some thrilling exhibitions, these!" said my friend. "Your turn next; I'm fed up," said I.

Getting Captives into Inclosure

Again we tried to push them toward the gate which led into the pasture next the corrals, but could make no progress. They would not move an inch farther in that direction. Finally we eased them down the line of fence toward another gate which opened into the field adjoining. Slowly, but surely, this time we seemed to be getting control. "*Careful—steady! Whoa there! Don't let those leaders dodge you—they're getting wise,*" shouted the ranger. We held them this time, and, in the milling, some nearest the gate went through. Then, like the draining of a great black pool, the seething mass poured through the aperture. One sturdy calf, in the very end of the racing procession, miscalculated the opening and charged the strong wire mesh three successive times with all his latent energy. Each rebound threw him a little closer to the gate, and the fourth charge left him no barrier. It was like the tipsy character in "Robin Hood." I put the little fellow down as a future honorary member of the herd.

This pasture was narrow, and it was the work of only a few minutes to crowd them into the lane leading to a small inclosure next to the corrals. Safe within, and the great gate closed, we joined the picnickers. What a feed, after five hours of riding and strenuous exertion! The ladies had been watching us from a distance, and sensed what our appetites would be. Our mounts, which seemed to prefer rest to refreshments, withdrew to the shade of a spreading white oak, and, with reins dangling, appeared to be contemplating the perhaps harder task ahead—when we would pick and corral those buffaloes intended for the Kansas celebration.

Dinner over, and remounting, we again entered the pastures. The buffaloes seemed to sense our objective and began milling furiously around the small inclosure. Fixing on a splendid specimen, and led by the ranger and his assistant, we charged with all the energy our steeds could muster, and gradually edged two out and toward the lane. "At them now! Don't give them the slightest chance to turn on you! Close in and gang up there!" With ear-breaking yells and waving sombreros, we forced them through the lane into the corral. Realizing they were trapped, they dashed desperately head on into the double-wire inclosure, until it seemed it must give way.

Now for a couple more: This time we picked on two beautiful cows that the boys said had never borne calves, and that seemed to stay together. Again we charged against the snorting, grumbling mass, which was momentarily growing angrier. Again we were successful; but one dodged us, and all but regained the herd. She was defeated by the skill of the ranger's assistant and the fleetness of his horse, who intercepted her not forty feet from the milling herd.

Objective at Last Gained

Our objective was now gained; so we opened the big gates and allowed the herd to return to the large pasture. The supervisor and I stationed ourselves at vantage points, while the boys crowded them along, strung out as much as possible, and we counted them as they raced by. I recorded forty-two 1926 calves, and the supervisor accounted for all the older animals.

From the corrals to the crowding-chutes, and the crates standing ready on trucks, which each animal in turn looked upon as an exit from captivity, they were ready for the journey to the railroad and to their destination. They were, indeed, a credit to any celebration, and well worth the \$110 price per head received for them.

"Now tell me, are there any thrills with modern-day buffaloes, or do you still crave longhorns?" said I.

"I give in," said my friend. "But tell me some more about this most interesting undertaking of the government. I've seen your buffaloes, the turkeys, some of the three or four hundred deer you say you have, and you estimate there are three hundred elk from a Yellowstone planting in the rough hills of the buffalo pasture. Over there I see some fine antelope—twenty-six you say—and there are the squirrels and rabbits and birds, and what not besides."

Finest Buffalo Herd in Captivity

"All right, let's go over by the hay-barn, where we keep a supply of baled hay, which is cut on the preserve, for emergency in case certain of the older animals need special feeding in winter. Ordinarily the animals get nothing but the native grasses, winter and summer. You noticed the pastures contain large areas of genuine buffalo grass, which is very nutritious. We want them to subsist just as they did in their natural state when they roamed over this country by the thousands. You can, even now, see their old trails and wallows. By the way, did you ever observe sleeker, finer specimens anywhere?" My friend admitted he had not. "It is known to be the finest herd of buffaloes in captivity. We have furnished breeding and exhibition animals to many parts of the country, and have sent individuals to Mexico and South America. Our objective here is two hundred females; and when that is reached, in about 1930, we estimate we'll have an annual surplus for disposal of fifty to seventy-five animals. They will bring a nice revenue, and the project, we believe, will be easily self-sustaining, and more eventually. With a similar output in elk, and the distribution of turkeys and other game, we'll have a unique game farm in a real sense. The project is already becoming widely known in this country, as well as beyond our borders. But, most important, it is becoming a great outdoor museum of

natural history to many thousands of our own people. The establishment of the present antelope herd has all but failed at times, due to infestations of wood-ticks introduced with the original stock of elk from Wyoming; but we believe now we have that matter under control through dipping, and special feeding of the fawns after weaning for a time. Some losses were also sustained in the original buffalo stock of some fifteen animals, received through Dr. Hornaday from the New York Zoological Park twenty years ago, by the deadly Texas-fever malady, which is induced by the southern tick. But that trouble has been corrected, and you see what a fine herd we have now. And, by the way, we plan to introduce some of your Texas longhorns, to preserve that unique animal in the live-stock history of this country. That ought to meet with your approval."

"Fine! And thank you! I've had a most interesting, profitable, and, yes, thrilling time, and I am coming again," said my friend, as he clasped our hands, scratched at an elusive chigger, and took a car for the station.

THE CASEMENT REPORT

UNDER DATE OF JUNE 30, 1926, Dan D. Casement, of Manhattan, Kansas, who on the first of the year was commissioned by the Secretary of Agriculture to review the Rachford report on grazing resources of the national forests, together with its recommendations for a revision of present grazing fees, submitted his findings to the secretary. Mr. Casement in the main approves Mr. Rachford's conclusions, giving high praise to the latter for the amount of painstaking work which he has put into his five years' investigation of a knotty problem. On the question as to the size of the fees, he accepts as just in principle the method of basing them on rentals for similar lands in private ownership. In view, however, of certain "social and economic considerations" which, he thinks, should "continue to be applied in the administration of forest grazing," he advises a *general reduction averaging 25 per cent in the increases proposed by Mr. Rachford in his final, rechecked report.*

With respect to Oregon and California, where the Rachford appraisal had imposed an apparently disproportionate advance, he recommends an arbitrary deduction to bring the fees down to the same general level as that prevailing in other states.

Mr. Casement further suggests that the increases be spread over four years, beginning with 1927, and that after 1930 fees shall be adjusted to "prices paid for products of the ranges, and shall vary from year to year proportionately therewith."

Mention is made of the many perplexities encountered in the examination. To get a complete grasp of the multiplicity of problems involved, all the forest districts were visited; many of the private tracts were inspected; interviews were had both with permittees on the forests and with lessors and lessees on private lands; and finally every detail was checked over in conference with forest officials.

We are told that the task of reviewing the Rachford appraisal was undertaken with an entirely open mind, except for certain definite convictions. One of these convictions was that the creation of the national forests, and the administration by the government of their grazing resources, had benefited the users of these resources "to a degree in striking contrast to such status as they and their industry could have attained through the unrestricted use of unreserved and unappropriated public range." Another opinion was that the forests "could be administered by flexible executive rules more beneficially and justly than by inflexible statutes." These beliefs, Mr. Casement says, he has had no occasion to change.

On the question of charging a price for forest grazing based on its commercial worth, he holds that forage is a commodity, whether in private or in public ownership, and that its owners are entitled to compensation for its use to the extent of its fair and reasonable value. Much of the opposition to this view, he feels, has "its origin in nothing more substantial than memories of that era of open, free, and unrestricted use of natural resources which antedates the establishment of national forests." While thus indorsing the correctness of the commercial principle in the abstract, Mr. Casement doubts the wisdom of its full application in a schedule of fees. To this opinion he is led by the impression, among other things, "that the inauguration of a purely commercial policy now would be in a measure inconsistent with the practice originally approved and heretofore followed by the Forest Service."

The four other methods which have been proposed for fixing grazing fees (viz., the cost-of-production plan, the competitive-bid system, appraising a few sample ranges to be used as standards, and basing the value of the range on the market value of live stock) are all dismissed as impracticable. The last one, "while it might perhaps properly be applied in adjusting subsequent variations in value, affords no logical means of arriving at an initial price."

In the aggregate, admits Mr. Casement, the schedule of fees arrived at in the Rachford report is largely in excess of the rates now in effect, and he takes cognizance of the widespread opposition to them among permittees. Although Mr. Rachford, we learn, in his desire to be fair, has pursued an eminently conservative policy, inclining "distinctly beyond the perpendicular" in the direction of considerate regard for the forest-user's difficulties, and rejecting millions of acres of rented private land from the comparison for the reason that rentals seemed too high to serve as a proper measure of grazing values on the forests, nevertheless the resulting average private-land rate on the tracts finally selected was 21.2 cents per head per month for cattle and 6.7 cents for sheep, as against an average fee on the forests at present of only 11.3 cents for cattle and 3 cents for sheep.

On the basis of the facts brought out in Mr. Rachford's report, it is estimated that the increase in the grazing fees recommended by him averaged 58 per cent on cattle and approximately 100 per cent on sheep.

In passing, Mr. Casement pays his respects to the so-called Grazing Homestead and Forest Homestead Acts. Of the former he says that it "has fallen far short of accomplishing such results as could have been the only reasonable excuse for its enactment. In practice it has plainly failed to benefit permanently or substantially those who have filed on 640-acre

tracts." With respect to the latter he thinks that "only in very exceptional instances has it benefited the true home-seeker even in the slightest degree, while it has seriously hampered the operations of established permittees on the forests and has heavily handicapped the work of the Forest Service in handling the grazing problem."

On the outcome of the stockmen's conference at Salt Lake City in August, 1925, he offers this adverse comment:

"I think it exceedingly unfortunate that the stockmen of the West permitted the presentation of such unrepresentative and extravagant demands relative to forest grazing as were submitted to the Senate Subcommittee on Public Lands at Salt Lake last year. This ill-advised action was harmful to their own interests, since it quite excusably aroused the resentment and protest of that part of the public most intent on safeguarding the principles of conservation. It is in my opinion equally to be regretted that the prevailing tone of the record of the subcommittee's hearings held last summer throughout the West is so severely critical of the Forest Service. Plainly the permittee with a grievance against the Service received greater consideration and a more sympathetic hearing from the committee as a whole than were accorded the great majority of forest-users who entertained and, in a few instances only, read into the record favorable and far more representative views. In consequence, the hearings appeared to be directed toward a destructive rather than a constructive purpose; and this, I think, was clearly reflected in the forest section of the original Stanfield bill, which was the outgrowth of them."

Concerning the advisability of advancing the fees at this juncture, Mr. Casement has these observations:

"It must be admitted that there are good reasons why the present seems an inopportune time to increase grazing fees, since it is evident that the range business has not fully revived from the great depression, and it will undoubtedly seem to many inconsistent for the government to favor the exaction of increased fees from its tenant stockmen on the forests at a time when the belief appears to be quite general that agriculture and the live-stock industry are in such an unfavorable position as to require aid through extraordinary legislation."

"Temporary expediency and the wish to comply with the desire of forest-users would doubtless counsel the further postponement of any definite decision leading to an increase in fees. For reasons undeniably sound and proper, your two predecessors have refrained from taking action on the [Rachford] report, and conditions underlying the motive which restrained them have not yet undergone a very impressive revision. This, as repeatedly stated, is more notably true of the cattle business. The assertion is freely made by many permittees that an increase in forest fees now will put them out of business. . . .

"However, I have no wish to sidestep the issue or to pass the buck. I believe the circumstances do not warrant the waste of government wages and expenses, or the fruitless use of my own time, which would be the principal product of recommendations entirely negative."

Mr. Casement concludes his review with the following general remarks:

"Use of forage resources of the forests at the comparatively low fees now charged gives a distinct advantage to permittees as against those not thus privileged, although the flocks and herds of the latter in the eleven western states outnumber permitted stock in the ratio of three or more to one. The assertion of many permittees that this apparent advantage is fully neutralized by handicaps and hardships attending forest use, I am unable to reconcile with the facts, and the claim that no protest is voiced by the unpermitted appears to have little real bearing on the case."

"Demand for permits at prevailing rates is far in excess of the supply of forage—a circumstance which often complicates administration and menaces the user with the dreaded threat of distribution, although less danger on this score, and added assurance as to the security of his tenure on the range, have been accorded the stockman through the long-term permits now issuing."

"While the item of pasture and range influences more greatly than any other the value of his product, it is clear that in a cost-of-production analysis it is among the minor items in the list of a range stockman's expenses per unit of output. There is among stockmen a disposition to magnify on general

principles, and regardless of actual facts, their estimates of the relatively unimportant bearing which even a large proportionate increase in the cost of this item would have on the net result of their operations."

"Longer delay in reaching a decision on the report will not help to stabilize or truly to benefit the business of forest grazing, and may redound to the disadvantage of both the permittees and the Forest Service."

"While the cattlemen are clearly in worse condition than sheepmen to meet an increase at present, there is no certainty that their relative positions will not be reversed in the near future, nor can it be safely assumed that either will be more willing or able to face an increase in 1928 than in 1927."

"In short, I believe that increased fees derived from those proposed by the report may properly be applied, with certain modifications and in such manner that no destructive or harmful burden will be saddled on the business of forest grazing. To this end, such recommendations as I shall make will have for their ultimate purpose only greater stability in the industry, and the early termination of the period of uncertainty and transition from which it has long suffered."

"Of the fees proposed by the report, those lower than the ones formerly effective have already been approved by the department and are now in force. From those representing increases over the present fees, I think material deductions should be made before they receive your approval. These deductions, I think, should be both specific and general."

"Under the former head, I recommend an arbitrary deduction from the appraisal fees for Oregon and California to bring them to the same general level as the average fees proposed for Districts 1, 2, and 4, while frankly admitting that the findings of the report truly present a moderate view of the facts in their commercial aspect. No reason for conspicuously high fees is apparent here, either in the rating of the ranges or in unique advantages accruing from their utilization, and I cannot, except on purely commercial grounds, justify to my own satisfaction fees higher there than would result from approval of the above recommendations."

"I have stated that in my opinion the report leans backward to the advantage of the permittee. With its tendency in this regard I am fully in accord, though I doubt the strict propriety of this tendency in an appraisal aiming to base prices for forest forage wholly on commercial considerations. My belief that social and economic principles have been, and should continue to be, applied in the administration of forest grazing leads me to recommend that precise recognition of these principles be given by a general reduction in the proposed fees, this reduction to be made subsequently to the application of the specific reduction above recommended. . . .

"This general and joint reduction I would compute, not on the fees in their entirety, but on the figures denoting their increase over the corresponding fees now in force. It should, in my judgment, reduce all increases from 10 to 40 per cent, averaging in the aggregate 25 per cent, and should be applied in the manner that will best adjust any unwarranted differences and discrepancies. . . .

"After making reductions as above proposed, the fees will, in my judgment, be fair and reasonable, and, although differing materially from the appraisal figures, they will nevertheless have been derived directly from them. . . .

"My opinion is that the acceptance of these fees will not promote an increase in rates for grazing-land leases in forest states, but may accomplish an opposite result."

"Permittees are united and forceful in their demand that adequate appropriations be made by Congress for range improvements. They certainly deserve far greater consideration in this regard than they have ever received. More fences and water development would contribute largely to the proper conservation of the forests, to their greater usefulness, to the profits of the permittee, and to government revenues derived from grazing. To withhold the means needed to make these improvements appears to be an absurd and short-sighted policy. Permittees would cheerfully pay increased fees if they could be assured that a sum equal to the increase would be made available for range improvements."

"A further recommendation is that the resulting fees become effective in instalments, their complete inauguration covering a period of four years, 1927 to 1930. I also recommend that, subsequent to the latter year, fees for forest grazing shall be related to prices paid for products of the ranges, and shall vary from year to year proportionately therewith. . . .

"Such a plan seems to me eminently fair and in close accord with the policy heretofore employed in forest adminis-

tration. I believe its adoption might have important, and possibly far-reaching, results. With it in prospect, I think forest graziers would more willingly face the increase in fees recommended here. They earnestly desire a permanent settlement of the fee question, which, I think, this proposed plan promises."

THE RACHFORD REPORTS

We shall here briefly review the history of this investigation:

On November 6, 1920, the Secretary of Agriculture approved a plan submitted by the Forest Service for making a survey of grazing resources on national-forest ranges and determining the fees to be charged. This survey, intrusted to C. E. Rachford, inspector of grazing, was completed three years later—in the autumn of 1923. Rentals on comparable privately owned land, adjacent to forests, were selected as a basis for the new schedule of fees. Increases recommended averaged 74 per cent on cattle and 114 per cent on sheep. Because of the economic depression then existing in the livestock industry, the date when the proposed fees were to become effective was postponed until January, 1925.

Meanwhile Secretary Wallace had died. As the depression continued, his successor, Mr. Gore, decided still further to put off the date when the new schedule was to be inaugurated, except where existing rates had been reduced under the Rachford appraisal. The secretary also wished to confer with the stockmen themselves before putting the new fees into effect. Consequently, on February 5, 1925, representatives of the American National Live Stock Association and the National Wool Growers' Association met at Washington and presented their views. On February 17, Secretary Gore approved certain recommendations submitted by Chief Forester Greeley, as follows: to defer action on the general appraisal report; to issue ten-year permits beginning with the season of 1925; to continue the present fees until 1927, except where the rates had been lowered; and to stipulate in the term permits that after 1926 the amount of the grazing fees would be fixed by the Secretary of Agriculture.

In connection with the general investigation of grazing problems on national forests and the public domain undertaken in the summer and fall of 1925 by the senatorial subcommittee, a conference of stockmen's representatives was held in Salt Lake City on August 24 and 25. This conference, among other things, recommended: that no charge basis be made effective which would result in depreciating investment values in privately owned dependent properties; that provision be made for returning all moneys collected for grazing to the states; and that the Rachford report be not accepted. Resolutions in line with these recommendations were subsequently passed at the conventions of the two national live-stock associations and many of the state organizations.

On January 16, 1926, a bill embodying the sentiments of the Salt Lake City conference was introduced in Congress by Senator Stanfield, of Oregon, chairman of the subcommittee above referred to. In regard to fees on national forests, the bill contained these provisions: rates to be determined by the supervisor for each individual grant; prior to January 1, 1936, they shall not exceed rates in effect for the year 1924; after that date, the fee for an area-basis contract shall be determined on the basis of the area granted, and for a per-capita contract on the number and kind of stock permitted; fees shall be moderate, and in no case exceed the economic value of the grazing privileges. Serious objection was raised to this bill by the Forest Service, as a consequence of which a compromise measure was drafted and introduced, the terms of which were approved by Colonel Greeley, the Secretary of Agriculture, and the Secretary of the Interior. Senator Stanfield thereupon withdrew his original bill. The new bill provided that fees

were to be fixed by the Secretary of Agriculture, with due regard to the stable value of the grazing, and that they should be "moderate." No action was taken on this before Congress adjourned, nor on any of the other measures submitted dealing with grazing fees.

Meanwhile, owing to the importance of the subject, and also prompted by the continued opposition on the part of stockmen, Colonel Greeley had suggested the appointment of a disinterested individual to make an independent investigation of the whole problem. Secretary Jardine concurred, naming Dan D. Casement, a prominent stock-raiser of Kansas. Mr. Casement's appointment was for six months—from January to June, 1926.

At a conference of district foresters in Denver in November, 1925, it had been proposed that the current rental value of private land figuring in the Rachford report should be rechecked. This recheck was made by the district foresters, whose reports were all submitted by January 30, 1926.

The recheck brought out the fact that there had been a general decline in rental values of private lands since the data in the original Rachford report were prepared. In consideration of these changes, and of certain other new information which had developed, the recommendations of that report were withdrawn. On November 1, 1926, Mr. Rachford submitted a "Supplemental Report," in which he proposes a reduction of his first figures by approximately 8 per cent on cattle and 5 per cent on sheep. He explains how, in fixing his schedule of fees, he now has taken into consideration every conceivable factor, in each case giving permittees the full benefit of any doubt that might exist. "A diligent search," he says, "has failed to reveal a sound reason for a further departure from the facts developed." The only question in his mind is "whether the Forest Service is keeping faith with its commitments."

The subjoined table shows in the first column present average fees (in cents per head per month) on cattle and sheep in the various districts; in the second column, rentals of private lands according to the rechecked figures; in the third column, fees proposed by Mr. Rachford in his final range appraisal; and in the fourth column, fees as recommended by Mr. Casement:

Forest Districts	1 Present Fees		2 Range Appraisal Private Lands		3 Final Fees Proposed by Rachford		4 Fees Recom- mended by Casement	
	C.	S.	C.	S.	C.	S.	C.	S.
District 1— Montana and Idaho.....	.102	.026	.255	.063	.184	.039	.163	.035
District 2— Colorado.....	.102	.026	.220	.042	.200	.062	.170	.053
Wyoming.....	.110	.029	.290	.053	.230	.065	.197	.056
Nebraska.....	.115		.120		.120		.120	
South Dakota.....	.103	.025	.170	.055	.115	.035	.113	.032
Averages.....	.103	.027	.219	.046	.195	.062	.170	.053
District 3— New Mexico.....	.089	.024	.145	.029	.080	.027	.079	.027
Arizona.....	.085	.025	.161	.046	.089	.031	.088	.029
Averages.....	.086	.024	.156	.037	.086	.029	.086	.028
District 4— Utah.....	.112	.028	.286	.089	.206	.056	.190	.049
Arizona.....	.100	.025			.097	.045	.097	.040
Nevada.....	.114	.029	.277		.165	.053	.153	.047
Idaho.....	.117	.030	.335	.056	.188	.048	.174	.042
Wyoming.....	.120	.030	.347	.054	.177	.044	.163	.040
Averages.....	.115	.029	.302	.065	.188	.051	.175	.045
District 5— California.....	.128	.033	.430	.163	.270	.088	.185	.064
District 6— Eastern Oregon.....	.120	.033	.350	.162	.246	.119	.182	.055
Western Oregon.....	.119	.033	.221	.082	.212	.085	.183	.055
Central Oregon.....	.120	.033	.298	.078	.224	.066	.155	.049
Central Washington.....	.120	.033	.186	.068	.197	.061	.177	.056
Western Washington.....	.120	.026	.194	.048	.194	.048	.176	.044
Averages.....	.120	.033	.312	.125	.233	.095	.179	.055
Averages for All Forests.....	.104	.029	.246	.075	.166	.059	.144	.045

Mr. Rachford concludes by accepting Mr. Casement's schedule. This schedule, as stated above, involves a reduction of from 10 to 40 per cent—averaging 25 per cent—on all increases as proposed in the second Rachford appraisal. Basic fees in Districts 5 and 6 (Californina and Oregon) would be reduced to a parity with those in Districts 1, 2, and 4. Fees in District 3 (New Mexico and Arizona) would remain substantially as they are at present. Finally it is recommended that the fees approved by the Secretary of Agriculture continue in effect for the remainder of the term-permit period.

CHIEF FORESTER INDORSES RECOMMENDATIONS

These proposed rates have been promptly approved by Colonel Greeley. Writing to Secretary Jardine on November 4, he says:

"It is believed that the principle of fair compensation for the use of national-forest ranges as enunciated by the Department of Agriculture heretofore is sound and should be maintained. The methods of comparison with private-land rentals, used in appraisal to determine the fees on national-forest ranges, is sound and equitable. The fees arrived at represent the value of national-forest ranges in comparison with the prices paid by stockmen for similar private lands; but, in view of the fact that the general economic conditions surrounding the live-stock industry are not sufficiently improved, it is believed inadvisable to apply these fees in full. This action seems more in accord with the spirit and intent of the grazing regulations.

"For the reasons stated above, the recommendations submitted by Mr. Casement are concurred in and are referred for your favorable consideration.

"It is recommended that the fees so established remain in effect during the remainder of the ten-year period covered by outstanding term grazing permits; or until January 1, 1935. In the interest of stability of grazing use on the national forests, no further question as to grazing fees or appraisals should be raised for the duration of our present permits. In subsequent range appraisals, the method proposed by Mr. Casement of relating grazing fees to the current market value of live-stock products should be fully considered; but I believe it inadvisable at this time to commit or limit the department to any specific method of appraisal that may not be found most sound and applicable in the future."

Mr. Greeley at the same time submits a tentative draft for a decision by the secretary, embodying the Casement proposals, and establishing maximum and minimum fees for the individual forests. From this draft we quote:

"The Forester, as chief of the Forest Service, is hereby authorized to make such reductions in the approved minimum fees for particular national forests as may be called for by the low value of certain range allotments in special cases.

"Within the maximum and minimum fees thus established, the Forester, as chief of the Forest Service, is hereby authorized, in accordance with the regulations and instructions of the Department of Agriculture concerning grazing on national forests, to determine and establish the fair compensation that should be paid for the individual ranges allotted to permittees, or for such groups of range allotments as, by reason of their character or the nature of their use, should pay the same fee.

"On grazing allotments where the new fees, as provided for herein, are higher than the existing fees, one-fourth of the increase will be paid in the season of 1927, one-half in the season of 1928, three-fourths in the season of 1929, and the full increase in the season of 1930. The fee as established for the season of 1930 will apply to the remainder of the ten-year permit period. The graduated increases called for during the seasons from 1927 to 1930, inclusive, will be rounded off to the nearest cent per month for cattle and the nearest quarter of a cent per month for sheep."

Before taking final action, however, Secretary Jardine wishes to have another consultation with the stockmen of the West. Such a conference has been arranged for January 24, 1927, at Salt Lake City—the day before the opening of the annual convention of the American National Live Stock Asso-

ciation in that city and two days after the close of the convention of the National Wool Growers' Association at Butte, Montana. Here representatives of the two national organizations and affiliated state associations will meet with Secretary Jardine and the men sent out from Washington to thresh over this subject once more, make known their reaction to the proposed rates, and formulate whatever objections they may have.

THE OMAHA COMMISSION RATE CASE

COMMISSION RATES charged at the South Omaha live-stock market since March 27, 1926, under the tariff filed by the Live Stock Exchange in January, on November 19 were declared by the Secretary of Agriculture to be "unjust, unreasonable, and discriminatory." A new schedule is prescribed by the secretary, containing "just and reasonable charges," which is to go into effect on January 1, 1927. This schedule does not recognize maximum and minimum charges on straight carloads, but imposes a flat rate. It follows:

SELLING SCHEDULE

		Single-Deck	Double-Deck
<i>Straight Cars—</i>			
Cattle	\$15
Calves	15	\$18
Hogs	12	18
Sheep	12	18
<i>Mixed Cars—</i>			
	Per Head	Maximum per Species	
Cattle	60c	\$15
Calves	30c	15	\$18
Hogs	25c	12	18
Sheep	20c	12	18

Pro-rating.—An additional charge of 30 cents for each pro-rating is to be made, with a minimum of 60 cents and a maximum of \$3 per car.

Drafts.—There will be a charge of 25 cents per draft in excess of three, with a maximum of \$3 on any one car.

Yard Sales.—Cattle: 60 cents per head, with a maximum of \$15 up to and including each thirty head. Calves: 30 cents; maximum, \$15 up to sixty head. Hogs: 25 cents; maximum, \$12 up to seventy head. Sheep: 20 cents; maximum, \$12 up to 150 head, and \$18 from 150 up to 300 head.

Drive-ins.—Cattle: 70 cents per head. Calves (425 pounds and below): 35 cents. Hogs: 30 cents. Sheep: 20 cents; maximum, \$12 up to 150 head, and \$18 from 150 up to 300 head.

BUYING SCHEDULE

Cattle and Calves.—Stockers and feeders: \$15 per car; when necessary to purchase and pick up a car from more than two owners, 50 cents per additional lot over two, with a maximum charge of \$18. Cattle for immediate slaughter: \$12.50 per car; with more than two owners, 50 cents per additional lot; maximum, \$15; when purchased for outside packers by their own buyers, market agencies merely clearing such transactions, \$5 per car.

Hogs.—Stockers and feeders: single-deck, \$12; double-deck, \$18. Other hogs: single-deck, \$8; double-deck, \$10.

Sheep.—Single-deck, \$12; double-deck, \$18.

This case was initiated by the Secretary of Agriculture on his own motion, according to the provisions of the Packers and Stock-Yards Act. Respondents were sixty-eight commission firms operating at the South Omaha yards. The new tariff was to have been put into force on January 26, but was suspended by the secretary, first for thirty days and then for another thirty days, after which, under the law, it automatically became effective. Hearings were held at Omaha from March 25 until April 14. Little evidence was introduced by respondents, who made a motion for dismissal. On October 25 and 26 they appeared before the secretary in oral argument through counsel.

In formulating his decision, Secretary Jardine was guided by the principle that "commission rates yielding a reasonable profit above the normal cost of rendering the service are reasonable." The commission firms, he says, had agreed among themselves to fix the rates, without consulting with the shippers who pay these rates.

"This would seem to be a sufficient answer to the respondents' contention that it is impossible to fix just and reasonable rates for the services here under consideration. If the owners of the sixty-eight firms and corporations composing the respondents can, through a committee, or by whatever other machinery they see fit to adopt, arrive at the rates to be charged the shippers, a disinterested governmental agency can fairly arrive at such rates.

"The respondents make the further contention that rates may not fairly be ascertained unless the varying degrees of ability, application, business experience, skill, etc., of the respondents are taken into consideration. This question has been answered by the respondents themselves, in that they have, by requiring each to charge the same rates regardless of individual efficiency, placed themselves on the same level."

Approaching the problem with these considerations in mind, the secretary selected the calendar year 1925 as a representative period over which to study operations at the Omaha live-stock market, although, on account of the unusually low volume of business of that year, he felt that it might not be entirely fair to shippers. Average owner income—or the amount of money which the owner or owners had left for personal use after paying the expenses of conducting the business—for that year ranged from \$2,350 up to \$12,687. Average gross commission per car on cattle was \$18.96; on hogs, \$15; and on sheep, \$19.65 (a large number of sheep coming in double-deck cars). Of this gross commission, 14.85 per cent was spent for "business-getting." This the secretary pronounces excessive, considering 10 per cent a reasonable charge under that head.

Adding all expenses (yardmen's and other salaries; travel, entertainment, advertising, etc.; overhead; exchange assessments and dues; salesmanship; interest), it is found that \$13.25 represents the total cost of selling a carload of cattle in 1925, \$9.85 a carload of hogs, and \$13.05 a carload of sheep. This gives us the following table, showing profit per car:

	Cattle	Hogs	Sheep
Average gross commissions per car.....	\$18.96	\$15.00	\$19.65
Reasonable expense per car.....	13.25	9.85	13.05
Profit	\$ 5.71	\$ 5.15	\$ 6.60
Ratio of profit to gross commissions....	30.1%	34.3%	33.5%
Ratio of profit to cost.....	43.0%	52.3%	50.6%

Contrasting shippers' profits with these figures, the secretary says:

"By reason of the fact that the producers of live stock so frequently market their product at a loss, it is somewhat difficult to contrast the profits of the respondents with those of their patrons. However, the producers seem to consider as a good profit one of \$100 on a car of fat cattle costing \$2,000 and \$2,500 to produce and market. This represents a profit of 4 to 5 per cent on cost. Since 1920 the financial condition of the range-cattle industry has been very precarious. Many of the producers are bankrupt. Since 1925 there has been a slight improvement, but the condition at the time of the hearing was still very bad.

"The respondents, acting together through their exchange, exercise the monopolistic power of fixing charges arbitrarily, without the usually attendant economy of minimizing expenditures for business-getting. This results in a fierce competition for business, the cost of which is reflected in the rates arbitrarily made. When rates so fixed in a business which has been subjected to public regulation yield the percentages of profit hereinbefore shown, they are unreasonable *per se*."

In addition to the excessive rates contained in the pro-

posed tariff, the schedules themselves are found to be unnecessarily complicated, difficult for the shipper to understand, and in many instances hard even for experienced employees to apply. Due largely to the presence of minimum charges, their application is declared to be frequently inequitable. For instance, it is not disputed that driven-in cattle are more expensive to sell than those arriving by rail; yet the commission on eighteen cattle in a car is \$16, while on the same number driven in it is \$14.40. Then again, owing to the fact that the maximum rate becomes effective with the increase of number of head in a car, producers of stockers and feeders generally are made to pay more than producers of fat cattle. In other words, the rates of the tariff fall most heavily on that class of cattle which sells at the lower price. This confusion and inequity it has been sought to remedy.

"In view of all the foregoing," the secretary concludes, "on the basis of the entire record, and giving due consideration to the risk of procuring business, general supervision of the business, and unusual incidental expenses, such as the moving in 1926," the rates as proposed are held to be unjustified, and respondent market agencies are ordered to "cease and desist" from collecting these rates after January 1, 1927. At least ten days prior to that date, each and every respondent market agency (and not the Live Stock Exchange) is further ordered to publish and file with the Secretary of Agriculture a schedule showing all rates charged by it for stock-yard services.

The petition for reparations filed by the American National Live Stock Association and affiliated organizations is not included in this decision, and presumably will be dealt with separately.

HOW OLD MAY A BABY BEEF BE?

A CONTROVERSY has been in progress for some time between Frye & Co., meat-packers of Seattle, Washington, and the Bureau of Animal Industry as to the proper interpretation of the term "baby beef." The packing firm in question has been putting on the market beef from animals up to twenty months of age, labeling it "Frye's Baby Beef"—a private trademark adopted by the company. Under this name the beef—an admittedly high-class product—has been extensively and expensively advertised. Frye & Co. feed their own bees with this trade in mind, and claim that, under conditions as they obtain in the Northwest, any restriction of this practice would be unfair. They further assert that they are not violating any law by branding as "baby beef" the carcasses of any beef or veal, irrespective of grade, breed, age, or weight.

To this view the Bureau of Animal Industry has taken exception. In a ruling dated June 4, 1926, it holds that "baby beef" must be the product of choice or prime steers or heifers of beef breeds, from seven to fifteen months of age, weighing from 600 to 1,100 pounds on the hoof. Any other practice, it says, would be a false and deceptive use of the phrase, in violation of the terms of the Meat Inspection Act of 1906. Later, under date of November 4, 1926, after further consideration, Secretary Jardine has modified this ruling by extending the age limit to eighteen months and the weight to 1,200 pounds.

On the question of jurisdiction, the department argues that it derives its authority from section 5 of the Meat Inspection Act, conferring upon it power to regulate the labeling of unwrapped or uncovered carcass meat, as well as meat or meat-food products packed in containers. Irrespective of the applicability of this section, however, it is maintained that the Food and Drug Act clearly confers ample jurisdiction by prohibiting the shipping of misbranded food products in interstate commerce.

SHOULD THE GOVERNMENT REGULATE BEEF PRODUCTION?

BY JAMES E. POOLE

MAJOR SOURCES of the perennial, although intermittent, tribulation that cattle trade encounters may be located in two definite spheres—production and distribution. Processing meats—popularly known as packing—is a reasonably efficient arm of the industry, which is operating under such handicaps as increasing cost of raw material, labor, and other items of expense, not to speak of excessive overhead and interest on debts accumulated during the post-war expansion frenzy; also detachment from close contact with consumers. The distributive arm of the trade is overmanned, conducted uneconomically, and its fierce competition for business assumes the form of added expensive and largely superfluous service to consumers, rather than of keeping prices to the masses in line with wholesale cost. This is a feature of live-stock trade problems which the so-called national packers have ignored, on the theory that they are manufacturers rather than jobbers, and that the magnitude of the business justifies the existence of a type of middleman whose functions are largely parasitic.

Much has been said and written about placing agriculture on the same basis as manufacturing. Empirical individuals and groups advancing that argument content themselves with diagnosing the case rather than prescribing a remedy. While the oft-repeated statement that manufacturers control the prices of their product is largely the emanation of ignorance, the fact cannot be successfully disputed that in certain lines of industry, of which steel is an example, control of output furnishes a means of price regulation. Similarly it is possible for motor-manufacturers to reduce consumption when a saturated market is encountered; the same principle applying to other lines of manufacturing. But those taking this alternative invite the penalty of meeting overhead expenses out of surplus, or by running into debt. Henry Ford's wealth would soon be dissipated by overhead expense if his plants could not be operated.

Errors in the sphere of live-stock production are many and glaring. Some are irremediable; others are the direct result of bad judgment and inefficiency. Too much mass psychology and insufficient individual initiative are glaring evils. This was demonstrated in the fall of 1925, when western lamb-feeders indulged in a lamb-buying furor at prices palpably prohibitive in the finality of the transaction; again in the overproduction of heavy beef during the summer and fall of 1926, due to an abundance of cheap corn and the incentive of a \$16 market for such cattle in 1925. Corn Belt farmer-feeders paid unreasonable prices for western lambs during the 1926 season, merely because December and January, their marketing period, developed high prices last winter. Witness the clamor for light cattle and calves for three months past—the logical sequence of a constantly demoralized market for fat cattle with weight, and a consistently good trade in yearlings and light cattle. Mass-buying insures mass-selling, and when the country goes unanimously to the making of one type of product, trouble ensues for those who are found with it in their possession.

Cattle-feeders have been segregated into two classes—those who overfeed and those who do not feed long enough. This has been exemplified in the cattle market recently, when one set dumped a crop of long-fed, overweight, tallowy bullocks, for the product of which there is no legitimate or reliable place in beef trade; the other dumping cattle that had merely been in the feed-lot long enough to get accustomed to the taste of corn. Had the former sold ninety days pre-

viously, and the latter carried their cattle thirty to sixty days longer, results would probably have been more satisfactory to both.

Adopting the attitude of the government-control group, why not create a bureau of the Department of Agriculture to regulate production? Such an addition to our rapidly swelling bureaucracy could more or less effectively regulate the inflow and outflow of live stock. Individual feeders would be required to get permits to purchase cattle, and, unless they had a definite idea of the operation they proposed, a bureaucrat would dictate their policy. Government experts might be assigned to the job of buying their cattle or sheep, as the case may be, inspect their feeding operations as they progressed, and determine the time of marketing. By concert of action with the packers, large and small, the marketward movement could be so regulated as to stabilize prices—at least to the satisfaction of the buyer. This process might reduce the feeder to the status of an automaton, but that would not deter the uplifters. Feeders demonstrating incapability might be eliminated from the production scheme, which would operate to the advantage of the competent, putting a premium on intelligence and restricting competition. In the apotheosis of the thing, meat production could be restricted to those able to pass a state examination.

All this is based on the assumption that control of some sort is necessary to lift the industry out of its present rut. With cattle- and sheep-feeding subject to bureaucratic domination, absolute efficiency should be possible, cost of production might be standardized to a reasonable extent, credit would be established, and an era of good feeling, if not prosperity, would be insured. Of course, such a program would play hob with that individualism of which the American agriculturist is the proud possessor; but if individual action has failed, why not experiment with something else? Those eliminated could go to the cities, where easy, lucrative employment is reputed to be abundant, grocery stores are handy, every street corner boasts of a theater, and life is one grand sweet song.

So far as the national packers are concerned, there is not even a remote prospect of narrowing the gap between beef-coolers, where prices are flexible, and the ultimate consumer, who rarely derives the least benefit from such a cataclysm as invaded the cattle market late in November. It is not improbable, however, that by the operation of grim economic law a new group of processors will become influential in the industry. I was in Columbus, Ohio, last fall, and made the discovery that the people of that city were getting good beef, locally fed and grown, at reasonable prices. A similar condition has developed recently in other sections of Ohio and Indiana, creating probability that the processing industry is at the inception of another revolutionary, or evolutionary, period, promising relief to both producers and consumers. It is possible for an industry to become concentrated to an extent that is uneconomic. In other words, it grows unwieldy and leaky.

Candor is not a pronounced human characteristic. When we get into a hole, we immediately conjure up an alibi. Producers lay the blame for their troubles at the doorstep of the packers. "What's the matter with them fellows?" asked an irate Iowa man when the cattle market went to pieces in November. "Last year they paid me \$15 for bullocks that cannot get a bid of \$10 now. Is that right, I ask you?" He ignored the fact that it was merely a matter of excessive production, and that, where one load of such cattle was available a year ago, a dozen or more had been fitted this year. A better understanding on the part of producers that price immutability, at least on a basis of profitable production, is impossible will do much to clarify the situation. Elastic produc-

tion, with inelastic distribution, does not make for price stability.

The only remedy I have to offer is bureaucratic control of production. It might elicit spirited protest from both processors and consumers, but it will give those in the scheme of production who survive the weeding process a lead-pipe cinch on cost, plus a reasonable profit, which is the stereotyped slogan of the agricultural uplift element. Beside it, the beef-grading scheme becomes insignificant. Bureaucratic control would logically have for its objective cattle standardization; and, that accomplished, the lucrative job of the beef-grader, except as a sinecure, would be superfluous.

THE PERNICIOUS COLOR CAMPAIGN

BY JAMES E. POOLE

WHO KILLED THE GRASS-BEEF MARKET? Solving this problem is not difficult. The deed was done by a coterie of trade-improvers responsible for a placard conspicuously placed in practically every meat dispensary in the United States. It pictured two rounds of beef—one a bright cherry-red, the other a dark vermilion—advising the public to buy the lighter-colored product. So intensively was the advertising campaign, pernicious from the viewpoint of every pastureman in the country, carried on that in a few seasons it has proved effective. Surveying results, Wallis Huidekoper, of Montana, remarked: "It looks as though the western cattleman must either feed out his own cattle, which few are in a position to do, or realize that he has but one sphere of activity—supplying stockers to the feed-lot."

There was nothing intelligent or constructive about this vigorous campaign to deprive dark-colored beef of its market. The idea was asinine, even if execution has been effective. The effect has hit back at every pastureman in the country, whether he operates in Montana, Texas, Colorado, Kentucky, Wisconsin, or Virginia. Grass beef no longer has a reliable footing at the market. The consuming public has been effectively, if not permanently, educated to the idea that quality and color in beef are synonymous terms. Even the supposedly astute coterie of big packers walked into the trap, lending their advertising forces to what amounted to vicious propaganda—a lapse which they now regret.

In a Hyde Park, Chicago, meat market recently I asked the proprietor if he was handling grass beef. "Hell, no!" was his reply. "I used to get away with a lot of it, but they stuck that card up in the shop, insisted on it hanging there, and, like a damphool, I fell for it. Nowadays you simply can't sell a pound of dark-cutting beef. Personally I don't care, because the other kind is plentiful; but if the day ever comes when corn-fed beef is scarce, we'll have a heck of a time inducing them to eat grass stuff."

The placard in question did not, of course, specify grass or corn-fed beef—propagandists are too clever for that; but they utilized psychology, resorting to the convincing evidence of color: dark beef was inferior, light beef superior. And the man who made the libeled article sat still, taking his punishment complacently. The grazer has no logical appeal to Washington, because government agencies participated in the campaign, and the damage is done anyhow.

But where is the authority for the assertion that grass, or dark-cutting, beef is inferior? As a matter of fact, it is equal in palatability and nutrition to much of the grain-fed beef of commerce. Its flavor is decidedly superior to most of the light yearling product that has been described as "neither beef nor veal." There is abundant scientific proof of this. The product of the bluegrass areas of Wisconsin, Kentucky, and

Virginia has no superior in a gastronomic sense. Give a matured, well-bred bullock access to luxuriant bluegrass and an abundance of good water all summer, and he will cut into more palatable and nutritious beef than a short-fed yearling; but the grasser will cut dark, the warmed-up yearling a bright red, and the consumer has been convinced that dark-red meat is the less desirable of the two. The propagandists have definitely established color as the standard of beef merit.

The thing is done; the critter is dead, and its hide is on the fence; but it goes to show what damage may be done by unthinking, impractical uplifters, usually aided and abetted by equally ignorant, but energetic, bureaucrats. The campaign to popularize bright-red beef at the expense of the dark-colored or grass article had no reasonable or logical incentive. It was born of a desire to do something regardless of necessity or results. Just how the packers came to fall for it is obscure; probably they have decided that it is to their advantage to go along with the mixers and meddlers, when their own interests are not openly antagonized. But they realize the harm that has been done by this pernicious red-beef campaign, now that the outlet for grass beef has been all but closed, and are considering steps to repair the injury. The next nut who invades a packer's office to champion the color craze in beef will be unceremoniously thrown out of the window.

Possibly an abundance of corn-fed beef operated adversely to the marketing of grass product this season, but this does not obscure the fact that the grass article is unpopular. While half-fat yearlings that had munched a little corn were eligible to \$10 to \$11 per cwt., the best grass cattle that ever came off Montana grass had to be content with \$8.50 to \$9, and whole trainloads of good western grass cattle sold in Chicago at \$7 to \$7.50 per cwt. Not only was the western pastoralist punished, but grass-beef makers east of the Missouri got the worst wallop at the market that they ever experienced. Mineral Point, Wisconsin, graziers made a crop of grass cattle this season that was fully up to the standard, but when they reached Chicago they found buyers' thumbs turned down. Some of them met the emergency by taking their cattle back home for a feed to change the color; others took bargain prices, letting feeders have their grass-fat bullocks at \$7.50 to \$8 per cwt. Few of them knew what had struck them, or from what quarter the bolt had come; but they are convinced of the futility of summer-grazing cattle with reasonable expectancy of finding a market that will justify the incidental expense.

If the grass-beef maker imagines that government grading will afford him relief, or reinstate his product in popular favor, let him reflect that the damage has been done, and that in any grading scheme his product must grade down low in the scale. On no other basis could grading be justified, as it must take cognizance of popularity and selling capacity of the product. So far as the chief commercial channels are concerned, years of effort will be required to reinstate grass beef, unless some such calamity as partial or complete destruction of the corn crop by the borer impends. The western cattleman, as a result of this reprehensible color campaign, finds himself in a position where his yearlings and calves command more money per pound than his beef, because the feeder outlet is available for his young cattle. Possibly an economic revolution in his business has been accelerated by the beef-color campaign. At least, he now knows what he is up against and how it happened.

"I think THE PRODUCER is a splendid publication, and I am always interested in reading it."—L. G. DAVIS, Saratoga, Wyo.

BETTER-BEEF BILL

ON THE OCCASION of the American Royal Live Stock Show at Kansas City, a meeting of the board of directors of the Better Beef Association of America convened in that city on November 16, presided over by Oakleigh Thorne, its chairman. Resolutions were adopted acknowledging the financial support of the Hereford, Shorthorn, and Aberdeen-Angus breeders' associations, as well as the indorsement of the National Retail Butchers' Association at its recent convention in Portland, Oregon. A committee of three, with A. C. Shallenberger, ex-governor and congressional representative from Nebraska, as chairman, was named to cause to be introduced at the next session of Congress a bill to require the grading and marking of beef. This bill is tentatively worded as follows:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled:

"SECTION 1. That the Secretary of Agriculture is hereby authorized and directed to establish practicable standards for the grading of beef, with regard to quality, kind, and condition, to be known as the official beef standards, whenever he may consider that the facts so require. In promulgating the standards, or any alteration or modification thereof, the secretary shall give public notice not less than ninety days in advance of such date or dates, by such means as he deems proper.

"SEC. 2. That whenever standards for beef shall have been fixed and established under this act, thereafter no person, firm, association, or corporation engaged in the business of selling beef at wholesale shall ship or deliver beef for shipment from any state, territory, or district to or through any other state, territory, or district, or to or through any foreign country, or within any territory or the District of Columbia, unless such beef shall have been graded in accordance with the standards established hereunder, and marked accordingly, as prescribed by such rules and regulations as the Secretary of Agriculture shall promulgate hereunder.

"SEC. 3. That if the Secretary of Agriculture finds, following a hearing, that any person, firm, corporation, or association knowingly violates section 2 hereof, such person or firm shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be fined not more than \$1,000 or be imprisoned not more than one year, or both, for each such offense.

"SEC. 4. That there is hereby appropriated, out of any money in the Treasury not otherwise appropriated, the sum of \$50,000 for carrying out the purposes of this act.

"SEC. 5. That this act shall take effect on July 1, 1927."

Packers of the United States were invited to meet with the directors of the association at Chicago on November 27 for the purpose of endeavoring to adjust any differences that may exist as to the contents of the bill.

MEAT-RETAILING BY FORD EVOKES PROTEST

RETAIL MEAT-DEALERS at Detroit have asked market men throughout the country to join them in a protest to the Ford Motor Company against permitting the public to purchase meat and provisions in the stores which the company operates for its employees on a no-profit basis. Meat-dealers in all parts of the city feel this competition keenly, owing to the fact that many families find it profitable to send long distances to purchase at the Ford stores, and several markets in the vicinity of the plants have already been put out of business, according to the *National Grocers' Bulletin*.

It is stated that packers, both local and outside, are bidding for the Ford trade, selling meat away below current market quotations and at prices much lower than those given quantity buyers elsewhere.

In spite of energetic protests by the local retailers, the only satisfaction extracted from the Ford people has been an offer to give a job to anyone forced out of business through their competition, making Lizzies at \$6 a day.

IDAHO WOULD TURN PUBLIC DOMAIN OVER TO USERS

FOR THE PURPOSE of more effectively protecting the watersheds, maintaining the grasses and other vegetation, and thus conserving the water from evaporation and early runoff, a number of live-stock men of southwestern Idaho and southern Oregon in 1923 got together and formulated a measure which would turn the administration of the public range in that section over to the people who reside on it. The bill was introduced into the Idaho legislature in the same year, was passed in the house by a large majority, but was held up by the senate committee. Its proponents hope to secure favorable action at the coming session.

According to the terms of the bill, grazing districts are to be organized, with a board of directors for each, composed of residents. This board shall have authority to issue permits for grazing, to determine the kind and number of live stock to be grazed, to provide for its distribution in such a way as best to conserve the forage and water resources, and to exclude live stock from specified areas for certain periods if deemed desirable. To enforce its decisions, police power is granted to the board. A "reasonable fee" is to be paid by permittees.

It is stated that, while this plan has not yet been presented officially to the cattle and wool-growers' associations concerned, their members are all in favor of it. The attitude of the Department of the Interior is yet to be ascertained.

HALF RATES ON PURE-BREDS

SOUTHWESTERN LINES have approved the extension for 1927 of the one-half basis on pure-bred live stock in less-than-carload lots. Lines in Western Trunk Line territory are taking a mail vote on this proposition, and will probably act favorably on it.

Export Tax on Mexican Cattle

A heavy export tax has been placed on Mexican cattle. As a consequence, it is expected that exportations from Mexico will practically cease. During the week preceding November 24—the date when the tax became effective—many thousands of cattle were driven into the United States to escape the duty.

THE CALENDAR

- December 17-18, 1926—Annual Convention of Nevada Land and Live Stock Association, Winnemucca, Nev.
- January 4-8, 1927—Ogden Live Stock Show, Ogden, Utah.
- January 12, 1927—Mid-Winter Meeting of Arizona Wool Growers' Association, Phoenix, Ariz.
- January 14-15, 1927—Annual Convention of Oregon Wool Growers' Association, Pendleton, Ore.
- January 15-22, 1927—National Western Stock Show, Denver, Colo.
- January 17-18, 1927—Annual Convention of Idaho Wool Growers' Association, Weiser, Idaho.
- January 18-19, 1927—Annual Convention of Colorado Stock Growers' Association, Denver, Colo.
- January 19, 1927—Annual Convention of Montana Wool Growers' Association, Butte, Mont.
- January 20-22, 1927—Annual Convention of National Wool Growers' Association, Butte, Mont.
- January 24, 1927—Annual Convention of Utah Wool Growers' Association, Salt Lake City, Utah.
- January 25-27, 1927—Thirtieth Annual Convention of American National Live Stock Association, Salt Lake City, Utah.
- March 5-12, 1927—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 15-17, 1927—Annual Convention of Texas and Southwestern Cattle Raisers' Association, El Paso, Tex.

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Salt Lake City Convention

The Thirtieth Annual Convention of the American National Live Stock Association will be held January 25, 26, and 27, 1927, at the Hotel Utah, Salt Lake City, Utah; the first session commencing at 10 o'clock A. M. on Tuesday, January 25. All stockmen are invited.

There will be a conference between Secretary Jardine and stockmen relative to grazing fees at 10 o'clock A. M. on January 24, at the Hotel Utah. Details of this conference will be found in the article which follows, entitled "The Grazing Conference."

REDUCED FARES TO CONVENTION

An open round-trip rate of fare and one-half has been authorized by the railroads from all points in California, Colorado, Idaho, Montana, Nevada, Oregon, Utah, Washington, and Wyoming. Tickets will be on sale from January 20 to 26, inclusive, from Colorado, Utah, and Wyoming; from January 20 to 24, inclusive, from California, Idaho, Montana, Nevada, Oregon, and Washington; final return limit, January 31. Purchase a round-trip ticket; the rate is open to all without any certificate, receipt, or minimum-attendance requirement.

From all other territory east or south of Denver or Cheyenne (not included in the reduced-fare area) the best plan is to buy a one-way ticket to Denver or Cheyenne, and then to use the special rate to Salt Lake City. This will permit those who so desire to attend the National Western Stock Show at Denver,

January 15-22, 1927. In some cases the winter tourist rates from California may be used to advantage, as they permit a stop-over at Salt Lake City.

THE PROGRAM

Secretary Jardine has agreed to remain over after the grazing conference and address the convention on Tuesday afternoon, January 25. President C. M. O'Donel will review the activities during the past year and submit his recommendations. The complete program has not yet been arranged, but some of the speakers are: George H. Dern, governor of Utah; Dwight B. Heard, honorary vice-president of the Association, Phoenix, Ariz.; W. W. Woods, executive vice-president, Institute of American Meat Packers, Chicago, Ill.; Frank J. Hagenbarth, president, National Wool Growers' Association, Spencer, Idaho; Oakleigh Thorne, chairman, National Better Beef Association, Millbrook, N. Y.; D. A. Millett, chairman, National Live Stock and Meat Board, Denver, Colo.; Hubbard Russell, president, California Cattlemen's Association, San Francisco, Cal.; Orval W. Adams, vice-president, Utah State National Bank, Salt Lake City; William Peterson, director, Utah Agricultural College, Logan, Utah. There will be other prominent speakers.

Reports will be submitted by the various standing committees of the Association. Opportunity will be afforded for the discussion of any pertinent subjects affecting the live-stock industry.

The Committee on Arrangements for Salt Lake City has provided a banquet to be held Tuesday evening, January 25; an organ recital in the Tabernacle, and other entertainment features.

THE GRAZING CONFERENCE

LAST SUMMER Secretary Jardine promised the officials of the two national live-stock associations that no action would be taken by him on the report of his personal representative, Dan D. Casement, relative to grazing fees on national forests for 1927 and thereafter, until he had had an opportunity to discuss the entire situation with stockmen.

The Casement report, the supplemental report of C. E. Rachford, and the recommendations of Forster Greeley have been furnished to live-stock associations for consideration, and the matter is now up to the secretary for decision. Elsewhere in this issue will be found a digest of the Casement report and the Greeley recommendations.

At first it was proposed that the conference between Secretary Jardine and the stockmen be held in Washington; but, upon the urgent appeal of live-stock associations, Secretary Jardine consented to hold it at Salt Lake City. The date has been fixed for January 24, at 10 o'clock A. M., at the Hotel Utah—the day

before the opening of the annual convention of the American National Live Stock Association.

The object of this conference is to afford an opportunity for interested stockmen to present to Secretary Jardine their views on these proposed grazing fees and the regulation of grazing on national forests. The conference will be public, and there will be no restrictions on the number who may attend. However, in order to secure an orderly presentation and consideration of the issues, it is advisable for the different state live-stock organizations to appoint delegates to represent them; or, when deemed necessary, a local live-stock organization can select its representatives.

For the purpose of formulating tentative plans of procedure at the conference, there will be a meeting of the officers of the American National Live Stock Association and its advisory board, and the representatives of state and other associations, at the Hotel Utah at 3 P. M., January 23.

The National Wool Growers' Association will hold its annual convention in Butte, Montana, January 20-22, when appropriate action will be taken.

Forester Greeley and Mr. Rachford expect to be in Salt Lake City on January 23—a day ahead of Secretary Jardine.

Ever since the national forests were turned over to the Department of Agriculture there has been much controversy over fees and regulations. During this time several very substantial advances in fees have been enforced. The Casement report and the Forester's recommendations contemplate a further increase in fees in all states (except Arizona and New Mexico) of more than 50 per cent.

It is fortunate for the live-stock industry that the final decision rests with Secretary Jardine, who knows the West and who appreciates the multiple difficulties of the tenants of Uncle Sam in raising live stock. THE PRODUCER believes that the case is in safe and wise hands, and that from the Salt Lake conference will emerge a satisfactory and definite solution of this very important national question.

COMMISSION CHARGES AT OMAHA

SHORTLY AFTER John T. Caine, III, was appointed chief of the Packers and Stock-Yards Administration, to succeed Chester Morrill, who resigned in March, 1925, the announcement was made that among the immediate objects of that bureau would be a further extensive study of live-stock commission charges, in order to determine what constitutes a fair and reasonable basis.

In January, 1926, the Live Stock Exchange at Omaha filed a new tariff, advancing commission rates, which was suspended. About the same time

there were rumors of proposed advances at other markets. The Omaha case, known as Docket 143, was selected by Secretary Jardine for the purpose of developing, before a new examiner, a complete record of all the factors entering into the conduct of the live-stock commission business. The issue was not merely the latest advance, but the reasonableness and justness of the entire schedule of charges.

While the proceeding was brought in the name of the Secretary of Agriculture, representatives of the American National Live Stock Association and other interested organizations were personally urged by Secretary Jardine to attend and assist at the hearing. As related in the April and May issues of THE PRODUCER, some of the officials of these interested associations appeared and submitted their evidence and recommendations. The case was exhaustively gone into from every angle. The hearing commenced on March 25, and lasted more than three weeks. Commission men were called as witnesses for the government, and were afforded every opportunity to justify their charges. Audits of the books of the commission firms were prepared and filed, and every pertinent fact was carefully analyzed by the examiner, the government attorneys, and their assistants.

Examiner Brooke reported some months ago. The case was argued by counsel for the commission men before Secretary Jardine late in October, and the secretary rendered his opinion and order on November 19. Elsewhere in this issue will be found a digest of the decision, which in substance finds, as just and reasonable, commission charges which average approximately 20 per cent less than the present charges—varying on different classes of live stock. On straight carloads of cattle the flat rate is fixed at \$15 per car, compared with the average gross commission of \$18.96 collected at Omaha during 1925—a difference of \$3.96 per car.

The decision is eminently fair and sound, and will be generally approved by stockmen, who have long felt that commission charges were much too high. The new schedule is sufficiently remunerative to permit the co-operative associations to continue to refund a patronage dividend.

An interesting side-light on the present decision is afforded by the fact that it strikingly agrees with the previous recommendations of other examiners (approved by Chester Morrill when he was chief) in the cases involving the reasonableness of commission charges at Fort Worth, Oklahoma City, Denver, and Portland, both as to the establishment of flat rates and in the level of charges. Three different examiners, with different investigators, heard these five cases, and all arrived at similar recommendations. It would, therefore, appear that the Packers and Stock-Yards Administration has finally secured a

proper yardstick by which to measure the reasonableness and fairness of these charges.

The Fort Worth and Denver cases were mysteriously dismissed "without prejudice" by Secretary Gore on March 3, 1925—the day before he relinquished the portfolio of agriculture. In these two cases an application was filed, on February 23, 1926, by the American National Live Stock Association and the National Wool Growers' Association, asking that they be reopened and decided on their merits. Action on this petition has been deferred pending the decision in the Omaha case. The Portland and Oklahoma City cases are still before the secretary.

More than four years ago, on July 20, 1922, the two national associations, joined by practically all the live-stock organizations of the West, filed a complaint with the Secretary of Agriculture, alleging that the then existing live-stock commission charges at six of the central markets were unjust, unreasonable, and discriminatory under the Packers and Stock-Yards Act of 1921. The road has been long and tortuous, but the end seems within sight. Probably the instant case will be appealed to the courts, but the chances are that the decision of the secretary will be sustained.

PRODUCTION COST

FROM BEING the principal exporter of beef, the United States in less than two decades has dropped to a place where exports of that commodity are negligible. As everyone knows, this condition has not been brought about by our inability to produce more than enough for our own needs—our capacity is very far from exhausted. It is solely due to prices prevailing abroad. With the chilled article from Argentina and the frozen article from Australia, produced at a much lower cost, we cannot possibly compete.

This limits us to our home market. As our population increases, our beef production may normally be expected to increase at the same rate. As long as the price paid for the live animal offers a fair margin over production cost, we need have no fear that our producers will fail us. It is only when this margin narrows that danger looms.

If consumption were not so largely governed by price, it would be easy enough for the packers to add to the selling cost of the dressed beef sufficient to enable them to offer the producer a price that would make him content to stay in the game. But there is a point beyond which the majority of consumers will not go. When that point is being approached, it is natural that the packers should draw a dead line. They must sell their goods.

We are now being reminded that the price of dressed beef is the highest in history; that already

consumption is beginning to be curtailed; that at the same time foreign exporters are preparing to enter our market in force; that a higher duty is needed to keep them out.

This latter suggestion, of course, has primarily been aimed at Argentina. Here the new government regulation prohibiting the importation of fresh meats from countries where foot-and-mouth disease exists, mentioned in last month's PRODUCER, has lately changed conditions radically; and we are probably not far wrong when we surmise that the order has caused keen disappointment in Argentine live-stock circles, and that determined efforts will be made to have it rescinded or modified. Such efforts should not be allowed to succeed. If the order is just now, it will very likely remain just indefinitely. For the time being, at any rate, the Argentine problem has been disposed of.

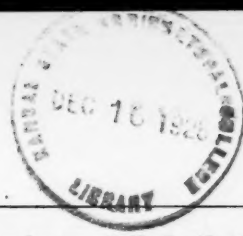
But Canada cannot be left out of the reckoning. Canada is sending us some fresh beef now. There must be a profit in that, or she would not. If she is not sending us any more, it is because the profit is not large enough. A further slight advance in our beef prices would change this immediately.

Speaking before the annual meeting of the Institute of American Meat Packers in October, F. Edson White, president of Armour & Co., commented on the peculiar position of the packer as a buffer between the producer, who demands the best possible terms for his animals, and the consumer, who wants his meats at the lowest possible figure. As a consequence, the packer, who cannot please one without displeasing the other, acts only under compulsion. Cattle-men, striving for better conditions, are thus dependent upon three factors over which the packer has no control: a deliberate limitation of the output of cattle, which would be difficult to bring about, and would at once invite foreign competition through the consequent price advance; an increased demand for beef—a demand which fluctuates with the general prosperity of the country, but in the main follows the price paid for the raw material; or a reduced cost of production. Of these, the last remedy is the one which in the long run will produce the surest results.

New Slaughter Houses for Germany

Ten large bacon factories, patterned after the Danish model, are to be constructed in Germany during the next two years. The Berlin Bacon Trust is the moving spirit in this enterprise, which has a capitalization of 40,000,000 marks. A British firm is likewise interested. One of the objects of the undertaking is said to be the export of bacon to England.

"I do not like to miss a single copy of THE PRODUCER, as I get more valuable information from its pages than from any other paper reaching my desk."—Z. D. HAVENS, Denver, Colo.



WHAT THE GOVERNMENT IS DOING

HIDES NOT AFFECTED BY MEAT EMBARGO

THERE HAS BEEN SOME DOUBT as to the extent to which hides might be affected by the recent order prohibiting the importation of fresh meats from disease-infested countries. It appears that they are not affected at all. In correspondence which we have had with the Bureau of Animal Industry, attention is called to the fact that existing regulations provide that all hides and wool imported into the United States either must be accompanied by a satisfactory certificate showing freedom from infection, or are disinfected after arrival. These products are shipped in sealed cars, apart from other merchandise, and cars are sterilized after having been used. This the government considers sufficient safeguard.

Another point has been cleared up. With regard to Mexico, it is explained that that country has no national system of meat inspection equivalent to that prevailing in the United States. Consequently no imports of fresh meats from

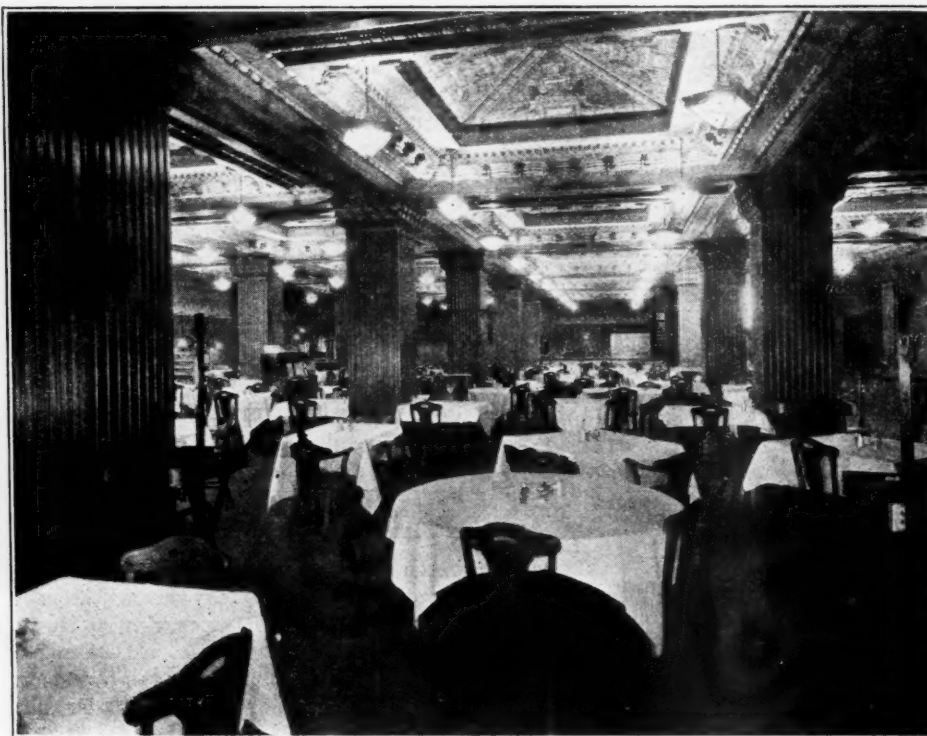
Mexico have been permitted for a number of years. The order forbidding the importation of live animals, hides, straw, etc., from that part of Mexico where the outbreak of foot-and-mouth disease occurred last spring (that is, the region situated south and east of the line of the Tehuantepec National Railway) is still in force.

CORN AND COTTON SHOW INCREASES

A SLIGHT GAIN was scored by corn in the government's crop report of November 1, the estimated production having increased to 2,694,000,000 bushels from the 2,680,000,000 bushels of a month previous. Last year we produced 2,906,000,000 bushels.

On November 14 a cotton harvest of 18,399,000 bales was indicated, against the 17,454,000 bales of the report of October 18 and the 16,104,000 bales produced a year ago.

Thirty-two countries of the Northern Hemisphere, exclusive of Russia and China, have reported a wheat yield of



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2,944,113,000 bushels, compared with 2,938,927,000 bushels produced by the same countries in 1925. These countries normally produce about 88 per cent of the total world crop. The Canadian government estimates the wheat crop of the Dominion at 405,000,000 bushels, as against 411,000,000 bushels harvested last year; India has a crop of 320,208,000 bushels, compared with 321,963,000 bushels in 1925; Argentina's production for the season 1926-27 is set down at 222,000,000 bushels, against the 214,765,000 bushels of last year; and Australia's forecast is for an output of about 150,000,000 bushels, as compared with a yield of 107,449,000 a year ago.

LIVE-STOCK RATES SUSPENDED

ON NOVEMBER 30, 1926, the Interstate Commerce Commission suspended until March 30, 1927, certain proposed rates on live stock from New Mexico points on the Rock Island to Omaha, the Mississippi River, and Chicago. The new rates comprehended various advances over the present basis. A hearing will be held as to the reasonableness of the advanced rates.

HOW PACKERS AND STOCK-YARDS ACT FUNCTIONS

IN AN ADDRESS delivered at the recent extension conference in Washington, John T. Caine, chief of the Packers and Stock-Yards Administration, described the workings of the Packers and Stock-Yards Act, which, he said, were yet imperfectly understood by a large number of shippers using the stock-yards. The act is enforced from Washington through twenty field offices located at the principal markets. Activities at the central office are segregated into three divisions: Trade Practices, which supervises the actual working conditions at the markets; Rates and Registrations, which includes the work of the engineers who have to do with stock-yard appraisals; and Audits and Accounts. Violations of the act are dealt with either in an informal manner, or in formal inquiries at hearings conducted by the Secretary of Agriculture.

An enormous public business, which in the past was conducted and monopolized by a comparatively small number of men who had absolute control, is now under government supervision, stated Mr. Caine. If it were not for such supervision, stock-yard officials would be at perfect liberty to raise their charges for services at will, put before live stock good or poor food as they saw fit, or place the animals in inclosures where feeding and watering facilities were inadequate. Rates and regulations of buying and selling agencies must be open for public inspection at all times, and tariffs cannot be changed without good reason and due notice to the Packers and Stock-Yards Administration. Scales must reflect correct weights. All market agencies and dealers are registered, and are required to carry a sufficient bond to cover their obligations.

AGRICULTURAL INDEX NUMBER DROPS

ABOVE THE AVERAGE IN QUANTITY, but below the average in quality, is the way this year's crop production is characterized by the Department of Agriculture in a report released on December 1. As a consequence of this condition, the index number of the combined purchasing power of farm products for the month of October is placed at only 81, compared with a pre-war base of 100. This represents a new low mark for the season.

The drop in purchasing power is attributed in part to lower cotton prices.



Bienvenido, Vaqueros!

Which in Spanish means "Welcome," and a little bit more, to all Cowboys.

And that's just the kind of welcome El Paso, Texas, and Juarez, Old Mexico, will give the members of the American National Live Stock Association, if they meet in El Paso in 1928.

Plenty of down-town hotels.

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A city with a reputation for hospitality.

Five minutes and six cents from Juarez, Old Mexico, where the customs of Mexico are still observed and where you are always welcome.

**Bureau of Conventions
El Paso Chamber of Commerce**

El Paso, Texas

"Where Sunshine Spends the Winter"

COURTESY OF HOTELS ORNDORFF,
DEL NORTE AND SHELDON

THE MARKETS

LIVE-STOCK MARKET IN NOVEMBER

BY JAMES E. POOLE

CHICAGO, ILL., December 1, 1926.

THOSE IN THE BUSINESS of developing thin cattle into beef have been in much the same position as the man mentioned in Sacred Writ who asked for bread and was tendered a piece of rock. Possibly the simile is somewhat overdrawn in this instance, but it is an indisputable fact that killers made known their desire for a crop of light cattle, and garnered an avalanche of big, overfed bullocks, of which a large proportion were not adaptable to long feeding by reason of inferior breeding. Paralysis of the fat-cattle market during the third week of November may be variously and more or less logically explained; but the real difficulty is summed up in a few words: there were too many cattle of the wrong kind.

Wide Price Variation Inexplicable

Just why a bullock should vary in value at the market anywhere from \$10 to \$18 per head within a few days is one of those apparently insoluble problems that wise men dodge and fools wrestle with. Why will a cattle-buyer bid \$8.50 per cwt. on a bullock on Friday, and buy the same kind on Tuesday of the next week at \$10, as actually happened on the November break? For one thing, he was without orders on Friday, and, had he bought, would have been gambling. With an accumulation on the market going over the week-end unsold, and no assurance whether Monday would deliver 15,000 or 35,000, he was disposed to sit tight. Early next week, with a pocketful of urgent orders, he was compelled to buy regardless of price.

Independent Killer Tends to Upset Market

Such eccentricity as the cattle market has exhibited recently is attributable in no small degree to the so-called independent killer, who conducts his business, at least so far as buying raw material is concerned, on a hand-to-mouth basis. Give him two weeks of heavy cattle supply in succession, which was what happened the second and third weeks of November, and he gets the idea that the whole country is full of beef, and that prices are going still lower, and is more interested in clearing his cooler than in accumulating. Responsibility for what happened to fat cattle at the market during the third week of November cannot be loaded on killers, large or small. Probably they displayed lack of acumen when they failed to patronize the bargain-counter; had they even had a hunch that supply would have been cut in two the following week, their policy would have been reversed; but they were timid—a psychological condition that does not circulate money.

Last Week of November Witnesses Recovery

By the time the country had recovered from its daze, prices had been marked up anywhere from 50 cents to \$1.50 per cwt., compared with the absurdly low bids of the previous week, made with no serious intention of getting the cattle. A coterie of buyers rushed frantically about the market, engaging cattle for delivery later in the week. At their insistence, commission men ordered cattle in from the country, and entries for Barney Heide's International car-lot show were diverted to the shambles on arrival, without waiting for awards. An exhibitor with a string of show yearlings was bid \$13 per cwt. before the cattle were off the cars, and they went to the scales—something that never happened before. During the last week of November thousands of cattle of all types, colors, shapes, and conditions sold at prices astonishing to shippers, many of whom expected 75 cents to \$1 per cwt. less than their property actually realized. One man reached Chicago on Wednesday of that week, emitting profane protest at the run which the railroad had given him, and insisting on filing a claim for delay in transit immediately. "Forget that until we have the cattle sold," advised his commission man. "What do you think your cattle are worth?" "Around \$11," replied the shipper. Thirty minutes later they were over the scales at \$12. "They sounded like the \$11 kind over the radio last Thursday," said the owner. "They were then," commented the commission man, adding: "How about that claim?" "Forget it!" was the emphatic response. At least one satisfied shipper had been located.

Little Cattle Do Not Share in Fluctuations

At no time did the market for little cattle, from 1,000 pounds down, disappear, as it did in the case of the big type. Salesmen resorted to the ingenious practice of tying big cattle to yearlings to get the former off their hands, the same tactics being used by beef salesmen at the cooler. Is a more effective criticism and condemnation of the practice of feeding out steers to excessive weight possible?

Continued Rains Add to Difficulties

November cattle-market conditions were aggravated by a continued downpour that converted the entire Corn Belt into a sea of black mire, rendering access to feed difficult, if not impossible, and forcing a large number of merely warmed-up cattle back to the market at an inopportune moment, thousands being sacrificed at \$6.50 to \$7.75. Proceeds of such sales were, in many instances, insufficient to reinstate a similar set of cattle, especially on a rising stocker market. For some reason—probably operation of the law of supply and demand—the spread between thin stockers and such cattle

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Qts., \$1.00; ½ gal., \$2.00; gal., \$3.00; 5 gal., \$12.50

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was always narrow, putting the feeder at a decided disadvantage.

Westerners Stay at Low Level

Western cattle were in a rut. That phase of the trade had the doubtful characteristic of stability. A few range cattle went to killers as high as \$8.50, but \$7.50 to \$7.75 were common prices. The stocker end of the season's cattle-gathering in the West got action, but the story of how the beef end of the run was swatted at the market is a sad one, well-bred yearlings actually commanding higher prices than matured, fat steers. There was competition on the stocker end; practically none on what had to find the killer outlet. When corn-fed yearlings, far short of finish, command \$10.50 to \$11.50 per cwt., making grassers to sell at \$7.50 is impossible.

Big Steer Again Bears the Blame

Practically all the trouble that cattle-feeders encountered this year was directly attributable to the big crop of steers weighing 1,300 pounds and up. Thousands of these overweight, tallowy brutes had to sell at \$8.50 to \$9.50 per cwt., feeders taking out a delegation at \$7.25 to \$7.75 when the market collapsed in November. Not a few such cattle went back to the country in first hands, in preference to accepting bids under initial cost. The big-steer debacle played havoc with values of everything else wearing a hide, except possibly bologna bulls and canning cows.

Hogs Acquiring Their Winter Pace

A deferred bear raid in the hog market depressed prices about \$1 per cwt. midway in November; but at the bottom of the decline, which put average cost under 11½ cents at Chicago, a broad demand from eastern sources developed, taking the market out of packers' hands. Good hogs, weighing anywhere from 150 to 300 pounds, went on an \$11.50 to \$11.75 basis late in November, when the market showed signs of acquiring its winter stride, although packers were talking 10-cent droves after the turn of the year. Price forecasting from that source no longer gets serious consideration, however, especially when such keen competition for a share of the crop persists. The maturing hog crop is certainly no heavier, in a numerical sense, than it was last winter, having been seriously decimated by pig mortality subsequent to farrowing and sporadic cholera outbreaks during the fall season. The only bearish arguments available are a heavy stock of lard, cheap cottonseed oil, and diminished European demand, the continent having taken advantage of the cheap corn to reinstate pork production, in which feed is the factor of major importance. The South has few hogs; eastern killers have been heavy buyers at Chicago right along; Sioux City and Omaha territory has been depleting its pig crop, owing to lack of feed; and the Pacific coast is buying hogs everywhere west of the Missouri River. Three months hence the 10-cent hog dream, if packers really have it, will become iridescent.

Fewer Lambs Being Fed in West

Current lamb production is on a radically different basis from that of last winter, as the big purchase of thin western lambs was made by farmer-feeders east of the Missouri River, northern Colorado and western Nebraska going into the winter short of their normal complement. This should mean erratic and periodically glutted markets until stuff in farmer-feeders' hands has been worked off, and a more stable trade when supply control passes into the hands of western operators. November developed the customary break, fat lambs dropping from \$14.25 to \$13.50; but a mild reaction from the low level ensued, the bulk of the fed lambs realizing \$13.25 to

CHEAP

Fifty Choice Registered Hereford Heifers

Will be two years old in February and March. Domino, Beau President and Beau Mischief breeding.

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CHEYENNE, WYOMING

Herefords

and the Trend of the Times

No longer can a cattleman raise any kind of a nondescript steer, ship him to market, paying high-priced freight rates, and come out on the right side of the balance sheet.

To pay a profit today, a steer must possess quality, must be of the early-maturing type, and above all must be an economical feeder.

The Hereford possesses all of these important characteristics.

**The Trend of the Times Is
Toward Herefords**

**AMERICAN HEREFORD
CATTLE BREEDERS' ASSOCIATION**
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FOR SALE—Registered Herefords

50 coming two-year-old bulls
50 coming yearling bulls
80 coming two-year-old heifers
50 coming yearling heifers

EXTRA GOOD QUALITY

Sired by bulls mostly of Anxiety breeding. Can be seen on our Greenwood farms.

WOODS BROTHERS, Lincoln, Nebraska
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\$13.75 late in November. As was expected, farmer-feeders have sent back to the market many western lambs acquired at prices ranging from \$13 to \$14 per cwt. earlier in the season, to realize first cost if finished, but \$1 to \$2 per cwt. less when they had not done well, other feeders taking them back to the country at \$12 to \$12.50 for a second turn on feed. Until the stuff in farmer-feeders' hands has been disposed of it will be an unsatisfactory market.

Young Steers for Sale

at all times


GOOD QUALITY AND
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A good lot of choice yearling
bulls—coming twos; just right
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A splendid selection just NOW.
It will pay you to see.

A limited number of GOOD herd
bull prospects.

*Write us. Better yet, come and
see us. You'll be glad you did.*

The Lazears and Otto Fulscher
WYOMING HEREFORD RANCH
Cheyenne, Wyo.



QUALITY AND PALATABILITY OF MEAT

INVESTIGATION into the factors which influence the quality and palatability of meat, carried on for the past year by the Department of Agriculture in co-operation with nineteen state experiment stations, at the initiative of the National Live Stock and Meat Board, has disclosed a large field for research, we are told in a recent report.

As a result of the changing preference of the public for lighter cuts of beef, it is felt that feeding tests conducted over the past quarter of a century, mostly with steers two and a half years old or older, have little value under present conditions.

Little is known concerning the processes going on within the body of the animal while its weight is increasing. Calves put on body weight on less feed than older steers; but whether this represents a more economic gain in salable meat has yet to be determined.

A related problem is the proper valuation of live cattle at the markets. Normally, the greater the finish, the higher the price. A well-finished carcass not only has a more inviting color, but has a better form because of the depth of the fat on certain parts of the body, which insures the keeping quality of the meat. Sometimes, however, short-fed cattle have a fair covering of fat over the ribs and back, but a bare round and shoulder. Packers find it difficult to sell such carcasses, because the meat turns dark when exposed. Here much experimental study is needed.

With respect to feeding as an element in the quality of beef, it is pointed out that grass-fed cattle produce carcasses which are often dark-colored and have a yellowish fat. Such carcasses are not so attractive as those of grain-fed cattle, nor do they stand storage so well. Opinions have been found to differ widely as to the relative palatability of the two kinds of beef.

Nothing definite has ever been learned as to how much corn is needed to change the quality of a steer fattened on grass, we are reminded.

COMPARATIVE LIVE-STOCK PRICES

BELOW WE PRESENT FIGURES showing prices on the principal classes and grades of live stock at Chicago on November 29, as compared with four weeks previously and a year ago:

	Nov. 29, 1926	Nov. 1, 1926	Dec. 1, 1925
SLAUGHTER STEERS:			
Choice (1,100 to 1,500 lbs.).....	\$10.00-12.50	\$10.00-11.75	\$11.50-13.75
Good	8.85-12.00	9.15-11.50	9.50-12.00
Medium	7.50- 9.75	7.40- 9.65	8.25- 9.75
Choice (1,100 lbs. down).....	12.00-12.75	11.50-12.40	11.25-13.25
Good	9.75-12.25	9.75-11.75	9.40-11.50
Medium	7.75-10.25	7.40-10.00	8.00- 9.50
YEARLING STEERS AND HEIFERS:			
Good to Choice (850 lbs. down).....	9.25-12.25	9.40-12.25	8.75-12.75
HEIFERS:			
Good to Choice (850 lbs. up).....	7.00-11.75	7.25-11.25	7.00-11.00
Common to Medium (all weights).....	5.75- 8.25	5.50- 8.50	5.25- 7.25
COWS:			
Good to Choice.....	5.50- 7.25	5.75- 7.25	5.75- 8.75
Common to Medium.....	4.50- 5.50	4.25- 5.25	4.25- 5.75
FEEDER AND STOCKER STEERS:			
Good to Choice (800 lbs. up).....	7.00- 8.25	7.00- 8.35	7.75- 9.00
Common to Medium.....	5.75- 7.00	5.50- 7.00	6.25- 7.75
Good to Choice (800 lbs. down).....	7.00- 8.50	7.00- 8.50	7.50- 8.75
Common to Medium.....	5.75- 7.00	5.00- 7.00	6.00- 7.50
HOGS:			
Bulk of Sales.....	11.25-11.90	11.75-13.25	11.00-11.40
LAMBS:			
Medium to Choice.....	11.75-13.90	12.00-14.10	15.25-17.00
EWES:			
Common to Choice.....	4.25- 5.75	4.75- 7.00	5.50- 9.25

THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., December 2, 1926.

RECEIPTS OF CATTLE at Denver during November were considerably heavier than the trade expected. Early in the month it was predicted that receipts would be considerably short of last year. As a matter of fact, the run was slightly larger. A strong demand prevailed for all classes during the month, and prices were maintained on a very satisfactory plane, in comparison with eastern markets, resulting in increased shipments here, while other markets are showing losses. Corn Belt feeders purchased liberally of the feeder cattle offered, while Colorado feeder-buyers were liberal participants in the buying. Colorado feed-lots hold considerably more cattle this year than last, although not so many as in former years. Steer trade was of limited volume, as packer-buyers prefer cows and heifers. Good steers sold up to \$8.25 early in the month, and the same grades were fully as high at the close. Good killing cows were finding outlet at the close of the month at \$5.50 to \$6.25, and good heifers up to \$7.50, being much the same values as prevailed at the beginning of the month. Feeding steers were in strong demand at \$7.25 to \$8 for good to choice grades, while choice well-bred kinds sold up to \$8.25. Indications point to more limited receipts of cattle during December, as reports from the country are to the effect that the great majority have been shipped.

Hogs.—Buyers were wanting good hogs, and the market had a good tone from day to day, but Denver shared in the decline common to all markets, and at the end of the month values were close to \$1 lower than thirty days earlier. Choice well-finished hogs sold early in November up to \$12.70, whereas \$11.65 was taking the best at the close. California demand continues to be a big factor in the local market, and local packers and city butchers also are purchasing liberally. The runs at all markets are limited, but the demand for pork and pork products is reported to be somewhat curtailed, enabling purchasers to enforce the seasonable decline.

Sheep.—The lamb market had a fairly good tone during the month, but receipts, while hardly so liberal as a year ago, were yet heavy enough to allow buyers to secure their stock lower. Fat lambs sold about \$1 lower at the close than at the opening, while feeding lambs were around 75 to 85 cents off. Good fat lambs that sold at \$13.25 early in November were bringing \$12.25 late in the month. Numerous bunches of short-fed lambs from near-by feed-lots were returned during the last two weeks in the month to sell around \$12.25 and up to \$12.50. Feeding lambs that sold at \$13.35 early in the month were bringing \$12.50 at the close. Fat ewes were higher at the close of the month than at the opening, the good to choice kinds now selling from \$6 to \$6.75, while breeding ewes continue in good demand at \$6.50 to \$7.50.

Horses.—Horse trade was fairly active, but the supply was considerably less this year than last. The dulness in the cotton market in the South has curtailed the demand for light horses and mules to go to the cotton plantations, and this has had its effect on the Denver market. Local demand is very good, and prices held up well during the month. Prices range from \$100 up for good draft-horses and work-mules, and from \$60 to \$90 for good chunks, with light horses from \$25 to \$50.

PACKER HIDES CLEANED UP

HIDES are in a strong statistical position. Packer markets are closely sold up, and the country-hide situation is more calculated to stiffen than to weaken prices. The undertone is unquestionably healthy, which tends to restrict

buying; but more interest has been displayed in raw stock recently by tanners.

Chicago packer hides were cleaned up early in December on a 13-cent basis, 140,000 hides changing hands within a few days, at steady prices, which has exerted a stabilizing influence by establishing prices on a firm basis.

Z. D. HAVENS, Pres. & Mgr.

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Z. D. HAVENS & SON, Inc.

Dealers in All Classes of Stocker
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We specialize in good calves and yearlings. Particular attention given to orders. We can furnish you any class of cattle that will do well in your locality, and at a price as low as they can be bought on the open market. Your interests will be protected in every way, both in cost price and combination freight rates. All correspondence cheerfully answered, whether you wish to buy or sell.

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Range Horses and Mules a Specialty
from July to DecemberBIG SALES EVERY TWO WEEKS
THROUGHOUT THE YEAR

If you have either Horses or Mules to market this fall, it will be to your interest to communicate with us before shipping elsewhere. Handled over 17,000 head the past year. We are not in this business simply to collect commission, but to earn it for our customers.

Correspondence invited.

Market information furnished.

Herd Bulls

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PERRY PARK
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Herdsman

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-four markets for the month of October, 1926, compared with October, 1925, and for the ten months ending October, 1926 and 1925:

RECEIPTS

	October		Ten Months Ending October	
	1926	1925	1926	1925
Cattle*	2,674,280	2,788,887	19,565,374	19,728,322
Calves	644,221	662,965	5,693,763	5,798,288
Hogs	3,261,185	3,390,030	32,308,174	35,705,247
Sheep	3,089,819	3,198,193	20,245,262	18,780,488

TOTAL SHIPMENTS†

	October		Ten Months Ending October	
	1926	1925	1926	1925
Cattle*	1,310,335	1,348,261	7,552,372	7,587,392
Hogs	1,334,338	1,322,567	12,379,688	13,123,866
Sheep	2,098,543	2,287,102	10,682,389	10,011,894

STOCKER AND FEEDER SHIPMENTS

	October		Ten Months Ending October	
	1926	1925	1926	1925
Cattle*	693,400	717,458	2,840,769	3,000,664
Calves	45,257	36,720	178,990	165,085
Hogs	128,883	44,587	686,429	393,622
Sheep	1,149,789	1,391,835	3,894,569	3,637,830

LOCAL SLAUGHTER

	October		Ten Months Ending October	
	1926	1925	1926	1925
Cattle*	1,356,314	1,449,700	11,888,282	11,982,070
Calves	423,386	465,625	4,032,078	4,364,615
Hogs	1,933,249	2,080,836	19,919,939	22,589,136
Sheep	999,377	945,308	9,520,773	8,766,514

*Includes calves.

†Includes stockers and feeders.

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Salt Lake City
Utah

500 Rooms—Modern—Fireproof
Rates: Without bath, \$2.50 a day
With bath, \$3.00 and up

GEO. O. RELB,
Managing Director

HOTEL COSMOPOLITAN

DENVER, COLORADO

460 Rooms with Bath Opened June 5, 1926

The largest and finest hotel in the state. One block from all street cars. One mile from the noise.

The leading hotel of Denver

"Chief" Gonzales and his "Royals" every evening

CHARLES F. CARROLL, General Manager

The Metropole is now an annex to the Cosmopolitan

LIVE-STOCK MARKET QUOTATIONS

Monday, November 29, 1926

CATTLE AND CALVES

	KANSAS CITY	OMAHA	DENVER
STEERS:			
Good to Choice (1,500 lbs. up).....	\$ 8.35- 9.65	\$ 8.60-10.00
Choice (1,100 to 1,500 lbs.).....	9.25-11.25	9.35-12.25
Good	8.35-10.50	8.60-11.15	\$ 7.85- 9.60
Medium	6.65- 8.90	6.90- 9.15	7.10- 8.00
Common	5.50- 6.65	5.50- 6.90	5.85- 7.10
Choice (1,100 lbs. down).....	10.50-12.50	11.15-12.75
Good	8.90-11.10	9.15-11.65	8.00- 9.85
Medium	6.90- 9.35	7.00- 9.65	7.00- 8.10
Common	5.50- 6.90	5.50- 7.00	5.65- 7.00
Low Cutters and Cutters.....	4.50- 5.50	4.50- 5.50	4.50- 5.65

LIGHT YEARLING STEERS AND HEIFERS:

Good to Choice (850 lbs. down)..... 9.10-12.00 9.00-12.25 8.65-11.00

HEIFERS:

Good to Choice (850 lbs. up)..... 7.00-10.50 7.00-10.75 6.75-10.00
Common to Medium (all weights).... 4.75- 7.75 5.00- 7.75 5.25- 8.10

COWS:

Good to Choice..... 5.50- 7.25 5.60- 7.50 5.40- 7.00
Common to Medium..... 4.50- 5.50 4.60- 5.60 4.50- 5.40
Low Cutters and Cutters..... 3.65- 4.50 3.90- 4.60 3.25- 4.50

BULLS:

Good to Choice (1,500 lbs. up)..... 5.65- 6.15 5.75- 6.25
Good to Choice (1,500 lbs. down).... 5.65- 6.25 5.75- 6.50 4.85- 5.75
Cutters to Medium

centers, especially Australia and New Zealand. In the latter sphere the new wool season is well under way, with prices holding stiff. Australian reports are that excellent competition has developed, at a general 5 per cent advance, except in the case of medium and coarse cross-breds, which are steady.

An encouraging feature of the domestic market is heavy purchasing by several large worsted outfits, which are buying in advance of immediate requirements.

London came strong on its November sales series, and it is the consensus of trade opinion that the world trade is on a reasonably well-stabilized basis.

Manufacturers are playing a hand-to-mouth game, and will continue to do so, as they have no intention of further fortifying the position of the grower with respect to the 1927 wool clip, and psychology has much to do with it. The strong tone of London sales looks decidedly favorable to wool-holders. Strength in Australian markets is also gratifying.

South American markets are holding steady, the manufacturing situation is healthy, and fall-shorn Texas wools have been well cleared.

However, it is evident, from the present attitude of wool-consumers, that no more raw stock will be acquired the rest of the year than is absolutely necessary. Manufacturers figure that by staying out of the market they will weaken the wool-owners' position.

There is an indicated mill need for both worsted and scoured wools, and, if holders were in a mood to shade prices, they could move large quantities. Consensus of trade opinion is that December prices were "on bottom."

FEEDSTUFFS

COTTONSEED CAKE AND MEAL of 43 per cent protein content, f. o. b. Texas points, remains at practically the same level as last month, the price being \$24.80 on December 3. Hay prices are also stable, and at Kansas City on December 1 were as follows: Prairie—new, No. 1, \$15 to \$16; No. 2, \$13.50 to \$14.50; No. 3, \$10 to \$13; packing, \$7.50 to \$9.50; alfalfa—select dairy, \$23.50 to \$25.50; choice, \$22 to \$23; No. 1, \$20.50 to \$21.50; standard, \$18.50 to \$20; No. 2, \$16 to \$18; No. 3, \$13 to \$15.50; timothy—No. 1, \$16 to \$17; standard, \$15 to \$15.50; No. 2, \$13.50 to \$14.50; No. 3, \$11.50 to \$13; clover-mixed—light, \$15.50 to \$17; No. 1, \$14 to \$15; No. 2, \$12 to \$13.50; clover—new, No. 1, \$18 to \$19; No. 2, \$14 to \$17.50.

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of storage holdings of frozen and cured meats on November 1, 1926, as compared with November 1, 1925, and average holdings on that date for the last five years (in pounds):

Commodity	Nov. 1, 1926	Nov. 1, 1925	Five-Year Average
Frozen beef.....	38,036,000	27,008,000	42,716,000
*Cured beef.....	23,110,000	20,473,000	19,173,000
Lamb and mutton	2,797,000	1,435,000	3,379,000
Frozen pork.....	49,405,000	29,910,000	42,663,000
*Dry salt pork.....	98,443,000	106,011,000	98,120,000
*Pickled pork.....	257,435,000	256,684,000	271,438,000
Miscellaneous.....	52,758,000	44,954,000	53,281,000
Totals.....	521,984,000	486,475,000	530,770,000
Lard.....	78,647,000	37,256,000	37,957,000

*Cured or in process of cure.

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Authorized Manufacturers
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Monday, November 29, 1926

FRESH BEEF AND VEAL

STEERS (heavy weights, 700 lbs. up): CHICAGO BOSTON NEW YORK			
Choice	\$16.00-17.00	\$16.00-16.50	\$17.50-19.50
Good	15.00-16.00	14.50-16.00	16.00-18.00
STEERS (light and medium weights, 700 lbs. down):			
Choice	17.50-18.50		19.00-21.00
Good	15.50-17.50		16.00-19.00
STEERS (all weights):			
Medium	12.50-15.00	13.00-14.50	13.50-16.00
Common	10.50-12.50		11.50-13.50
VEALERS:			
Choice	19.00-21.00		20.00-22.00
Good	17.00-19.00		17.00-20.00
Medium	15.00-17.00	16.00-18.00	15.00-17.00
Common	13.00-15.00	14.00-16.00	13.00-15.00

FRESH LAMB

LAMB (30 to 42 lbs.):			
Choice	\$26.00-28.00	\$26.00-27.00	\$27.00-29.00
Good	24.00-26.00	24.00-26.00	25.00-27.00

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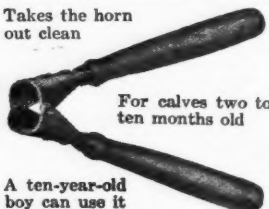
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FOREIGN

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, AUSTRALIA, October 16, 1926.

IN PREVIOUS LETTERS I have referred to the comparatively low standard of quality breeding noticeable in many of the cattle herds of Australia, and pointed out some of the disabilities under which cattlemen labor. The quality side of the question has lately again been brought to the fore by an animal husbandry conference that has been sitting in Sydney. One speaker—a man closely connected with marketing—went so far as to claim that a study of the cattle offered in public sale-yards showed that not more than 20 per cent were up to export standard. Only about 30 per cent could be classed as useful, heavy, or medium weights, while the other 50 per cent comprised old cows, ill-bred steers, and bulls.

Others also indulged in unhelpful criticism, without taking much account of the law of supply and demand in raising and selling well-bred, early-maturing stock. In the end it was decided to ask the government to establish a federal bureau to conduct practical experiments on economic lines, to discover the most profitable method of improving the beef industry. Probably the bureau will be created and issue voluminous reports in due course, though what it can do to overcome the existing high costs of production and difficulties of transport is hard to see. In the districts of assured seasons, and those which are reasonably handy to the leading markets, costs are high, and production is largely governed by the local demand. It is there that the best cattle are grown, and there are many excellent herds and studs. In the back country—especially in the far north of the continent—actual breeding costs are more reasonable, but the risks and expenses of marketing are so great as generally to make dear-bought stud stock an uneconomic proposition. In the years to come, when railroads are taken out into these isolated territories, it may pay to use highly bred stud bulls and cows. Under present conditions, when stock often has to walk hundreds of miles to the nearest trucking-point, and frequently over long dry stages, the outstanding requirement is a quick traveler and a beast that can rustle for its living. This back country, in a good or even fair year, will fatten stock wonderfully on native pastures; but, unfortunately, it is liable to occasional droughts, which can cause heavy losses. Adequate railway communications would, however, do much to minimize risks in that respect.

J. B. Cramsie, an authority on the overseas beef trade, has for some time been forecasting that the north of Australia is destined to become one of the leading beef-producing countries in the world. He points out that there are 1,000,000 square miles of country there, carrying little over 1,000,000 head of cattle. By a proper system of improvements, and the provision of necessary transport facilities, the same country could comfortably carry 10,000,000 head. When that is realized, practically the whole will be available for the beef-export trade, as the more settled parts should always be able to take care of the local demand, at all events for many years yet.

That the federal government is alive to some of the disabilities under which the cattle industry labors is evidenced by its action in just voting \$250,000 as a preliminary payment

toward tick eradication. A permanent tick-control commission is to be set up at once, and, with similar contributions from the states of New South Wales and Queensland, sufficient funds should be available to deal with the problem in an adequate manner. Ticks have spread south from the tropical north, and it is proposed to start the work of eradication on the southern boundary and work back against the tide of invasion. Action like this is much better appreciated by stock-owners than the creation of export or marketing control boards, so dear to the heart of some politicians.

A striking illustration of successful pest control is furnished in the second annual report of the Queensland Prickly Pear Land Commission—the body set up to tackle the pear problem in Queensland. Prior to the commission commencing operations in 1923, close on 25,000,000 acres were infested with the pest, which was spreading at the rate of nearly 900,000 acres per year. By means of chemical poisons alone, 14,000 acres of pear are now being eradicated daily, and, in addition, a large area is being dealt with by the distribution of insect enemies. The two main poisoning agents are arsenic pentoxide, and arsenic pentoxide combined with sulphuric acid. The former is claimed to be the most powerful chemical specific for destroying pear known, one pound being sufficient to kill ten tons' weight; or, mixed with water and used in an injector, it will kill 500 scattered plants of two years' growth. The commission is supplying it to landowners at 6 cents per pound, and sold 222 tons last year.

The natural enemy used is the cochineal insect introduced from Texas. Up to the end of June the commission had distributed 17,000 cases free of charge. The insect multiplies rapidly on its host plant, and is found particularly useful in breaking down dense infestation. This facilitates the attack by chemical means. The commission estimates that in twelve months an area of 6,000,000 acres in western Queensland will have been cleared. Further, it has in the past two years settled large tracts of more or less infested lands under conditions which make the ultimate clearing a feasible proposition. What is more to the point, the whole work has been done at a reasonable cost to the taxpayer.

Splendid rains have lately fallen over the previously drought-stricken districts of central Queensland, which will go a long way to relieve the anxiety of graziers in those parts. The country worst affected by the dry spell was mainly devoted to sheep-raising, though a considerable cattle territory was also included. Prior to the break, stock-owners had been reduced to desperate straits to keep their breeders alive, and too often with but a modicum of success. Wherever edible scrub was available, it was cut; but, on the plains, owners had to rely principally on artificial feed. Maize (corn) was used very largely, and I know of properties where up to 80,000 sheep were fed daily on the grain for months, and that in cases with 400 miles' rail and sixty or more miles' road haulage of corn costing up to \$2.16 a bushel at seaboard. Motor trucks were used mostly for distribution, the grain being spilled out of the bags in a thin stream as the trucks worked through the paddocks. The cost of feeding naturally varied according to distance from seaboard, but it is considered to have averaged about 48 cents per sheep per month. In the west, where long haulage was necessary, it ran to 66 cents per month.

It is too early to say definitely what the loss of stock was. Some authorities consider that nearly 6,000,000 sheep perished, apart from the loss of the potential natural increase. It is doubtful if the adult cattle mortality reached 1,000,000 head, but a large number of calves must have perished. The effect of the latter will be felt in the beef-export trade two, three, and four seasons hence.

TRADE REVIEW

FOREIGN COMMERCE FOR TWO MONTHS

EXPORTS FROM and imports into the United States for September and October, 1926, and the ten months ending October, 1926 and 1925, were as set out below:

	Oct., 1926	Sept., 1926	Ten Months Ending October	
			1926	1925
Exports.....	\$457,000,000	\$450,000,000	\$3,866,488,000	\$3,993,738,000
Imports.....	383,000,000	345,000,000	3,705,092,000	3,453,518,000
Excess of exports.	\$ 74,000,000	\$105,000,000	\$ 161,396,000	\$ 540,220,000

EXPORTS OF MEATS IN OCTOBER

EXPORTS OF MEAT PRODUCTS and animal fats for the month of October and the ten months ending October, 1926, as compared with the corresponding periods of the previous year, were as below (in pounds):

BEEF PRODUCTS

	October		Ten Months Ending October	
	1926	1925	1926	1925
Beef, fresh.....	171,992	264,149	2,080,374	2,962,080
Beef, pickled.....	1,639,543	1,848,517	16,587,118	18,048,552
Oleo oil.....	8,235,757	5,085,327	82,315,662	78,579,741
Totals.....	10,047,292	7,197,993	100,983,154	99,590,373

PORK PRODUCTS

	October		Ten Months Ending October	
	1926	1925	1926	1925
Pork, fresh.....	1,253,524	864,751	11,492,035	16,861,803
Pork, pickled.....	2,694,588	2,693,477	24,803,938	23,067,005
Bacon.....	11,741,514	13,166,019	129,397,487	146,862,921
Cumberland sides.....	1,187,256	2,244,795	12,292,271	21,865,036
Hams and shoulders.....	10,847,012	14,493,616	157,937,409	215,782,652
Wiltshire sides.....	97,329	801,264	6,076,779	10,978,034
Lard.....	46,987,667	44,745,190	592,792,418	580,009,603
Lard compounds.....	1,066,068	1,494,012	8,080,650	10,824,777
Neutral lard.....	1,559,462	1,824,203	14,995,220	16,085,943
Margarine.....	96,839	47,970	1,276,513	668,882
Totals.....	77,531,259	82,375,297	959,144,720	1,043,006,656

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ROUND THE RANGE

CONDITION OF RANGES AND LIVE STOCK IN OCTOBER

Ranges.—Rains during October improved the feed on southwestern ranges, where the winter supply will be the best in years, says the Bureau of Agricultural Economics in its November report. West of the Continental Divide, fall and winter ranges were dry, and some of the

desert ranges lacked stock water. Feed conditions improved in Washington, but California needed rain. Montana, Wyoming, and Colorado had good winter ranges, but the section comprising the western Dakotas and Kansas had a short supply of feed. Range and feed supply in the Sand Hill section of Nebraska were generally good. Hay and

other feeds in most regions of the West were ample for winter needs. There was a surplus in Texas, Oklahoma, and parts of Colorado, while west of the divide the carry-over of 1925 hay would make up for the short 1926 crop. Condition of ranges averaged 83 per cent of normal, as compared with 83 per cent on October 1 and 93 per cent a year ago.

Cattle.—Cattle on the western ranges were going into the winter in good flesh. A few thin cattle were found in North Dakota, in some of the states west of the divide, on small dry areas in western Kansas, and in other sections where feed was short. Cattle in the Southwest were in the best condition for several years. The fall movement was well advanced. There had been a slight tendency to restock and hold young cattle for breeding purposes. Condition of cattle was placed at 90 per cent of normal—the same as the previous month—as compared with 93 per cent a year ago.

Sheep.—Sheep and lambs had come off summer ranges in good condition. Lamb prices had held up to a good level, but there had been a marked tendency over most of the western country to hold ewe lambs for breeding purposes. The small movement of lambs into Colorado feed-lots had resulted in a heavy movement to eastern markets and direct to Corn Belt feeders. Old ewes had been culled closely from range flocks, and the supply of young and yearling ewes was far below the demand. Condition of sheep and lambs was 93 per cent of normal—the same as in October—while a year ago it was 99 per cent.

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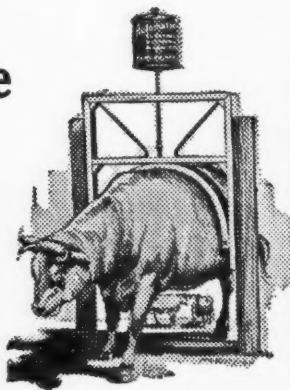
Nothing like it ever invented. Illustration shows how machine operates. Nothing to get out of order—works perfectly all the time. Cattle and hogs use it as condition of their skins and hides requires. Arch contains brushes for currying, through which a healing, disinfectant oil dip is automatically fed, which is spread all over the back, sides, neck, head, and gradually works down under belly and legs, giving a

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Works automatically—no oil waste. Spring adjustment fits machine to any size cattle. Every farmer who owns cattle and hogs needs this machine. Made in two sizes—one for cattle, one for hogs.

Automatic Currying and Dipping Machine Co., Pender, Neb.



FALL CATTLE-FEEDING SITUATION

Shipments of stockers and feeders into the Corn Belt this fall have, on the whole, been the smallest since 1921, says the Bureau of Agricultural Economics. This is particularly true of the states west of the Missouri River. East of the Mississippi there have been small increases in all states except Wisconsin. In Iowa there are about 20 per cent more cattle on feed than last year. The outlook for low corn prices this winter, however, is tending to stimulate the demand for unfinished cattle, especially in those regions where the corn crop was fairly normal.

On the other hand, indications are that cattle-feeding outside the Corn Belt may be considerably increased this winter. Low-priced cottonseed and abundant supplies of forage are encouraging enlarged feeding operations

in Texas, and in Colorado some increase is expected, to offset diminished feeding of lambs.

MORE LAMBS TO BE WINTER-FED

Indications at the beginning of November pointed to an increase in the number of lambs fed for market this winter over a year ago, says the Bureau of Agricultural Economics. Shipments into the Corn Belt have been considerably heavier. On the other hand, feeding in the West will be somewhat reduced. The heavy decrease of over 700,000 head in Colorado is, however, partly offset by increases in other western states. A large proportion of these lambs are expected to be marketed in December, January, and February.

BRAHMAN CROSSES BECOMING POPULAR

Brahman crosses are becoming quite widely distributed over the Gulf coast region. It has been found that native cattle of the beef breeds carrying no more than one-eighth of Brahman blood possess to a marked degree the characteristics for which the pure-blooded Brahmans are noted—resistance to heat, drought, and insect pests.

In experiments carried on by the Department of Agriculture it has been found that young cross-breeds weigh more at the same age than offspring of the uncrossed domestic breeds raised along the south coast, and sell for as much. They are in good demand for veal in the markets of that section.

While considerable numbers of Brahman crosses are disposed of in Texas, shipments occasionally reach northern markets. Recently a carload of two-year-old steers, carrying one-eighth to one-fourth Brahman blood, was sold in Jersey City, where they were well received by buyers. The twenty-four head dressed an average of 59.17 per cent. They had been fed cottonseed cake on grass pasture during the summer and fall.

WESTERN SHEEPSKINS NOT FIT FOR DELICATE USE

One use for sheepskin is in the manufacture of gas meters, in which millions of skins are consumed, we read in *Public Service Bulletin*. They form the lungs or bellows, which are used in the process of measuring the amount of gas passing through the meters. Few of the skins originating in Wyoming, Colorado, and New Mexico, however, find their way into gas meters. The meter diaphragm must be absolutely

air-tight, and the skins from this region usually are covered with scars, which are liable to develop into "blow-outs." The scars are caused by barbed-wire fences, cactuses, insect bites, and other impediments of the western range. Most of the hides used in meters come from Australia and New Zealand.

WHAT THE AMERICAN HOG-GROWER DID TO WIN THE WAR

If food won the war, as it has often been said, the part played by the United States in bringing about that event was nothing less than decisive. Not only did our farmers supply our own forces with meat, but the extent to which the Allies, both before and after our joining them, depended on our ability to furnish their millions of soldiers in the field with an unfailing supply of that product is a story that does credit to American enterprise and perseverance—in equal measure to the men who raised the stock, to the packers who prepared these colossal quantities of meat, and to the men at Washington and abroad who organized their transportation and distribution.

In "American Pork Production During the World War," published by the A. W.

Shaw Company, of Chicago and New York, Frank M. Surface, who served as economist for the United States Food Administration and the American Relief Administration, tells of one phase of

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this stupendous food problem. It is an absorbing tale, the more valuable since it is based very largely on first-hand information. When the author brings his narrative down to the period of deflation, he enters to some extent controversial ground. But the fact that all his readers may not agree with him in every detail does not, of course, detract one whit from the interest with which this book will be perused.

A TEXT-BOOK ON HIDES

We have received from the publishers, the A. W. Shaw Company, of Chicago and New York, a volume entitled "Hides and Skins." The author is John R. Arnold, executive secretary of the Na-

tional Association of Importers of Hides and Skins. It is one of a series of studies on "Raw-Material Markets," edited by J. Anton de Haas, professor of foreign trade in New York University. In its 600 pages is collected every conceivable bit of material bearing on the subject of hides—the different classes entering into the world trade; their physical qualities, take-off, cure, and grading; market procedure and price movements, supplies, etc. Half-tones, graphs, maps, and an abundance of statistical material help to illuminate the text.

THE PRODUCER has long felt the need of an authoritative and comprehensive work to which it could turn for trustworthy information on the various aspects of the international hide business. Such a source has been supplied in Mr. Arnold's book. The price is \$6.

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A Wild Latitude.—A lady walked into a department store and said: "I want something in oil for the dining-room."

Salesman—"What will it be—a landscape or a can of sardines?"—*Boys' Life.*

A Question of Expense.—A doctor was called in to see a negro who was down with influenza.

"What I gwine to git him?" asked the wife.

"Give him whisky," the physician responded.

"How much does it cost?"

When the doctor named the price of good whisky per quart, the wife responded:

"I can bury him cheaper dan dat."—*Everybody's Magazine.*

Danger in Dyeing.—"So he's your little brother! Strange that you are so fair and he is so dark."

"Yes, but he was born after mother dyed her hair!"—*London Mail.*

Modern Life.—"Modern life is full of jolts and shocks," said Laurens Van Alen at a dinner at Wakehurst, his splendid Tudor house in Newport.

"A boy," he went on, "rushed to his mother in wild excitement."

"Mother, I just seen—"

"But his mother cut him short. 'Willie,' she said, 'where's your grammar?'"

"That's wot I'm tryin' to tell you," said the boy. "I just seen her down at the barber's gettin' a bob."—*Wallaces' Farmer.*

THE WORLD'S TREASURE-TROVE

Recently Colonel Thomas H. Birch, president of the Trust Company of North America and formerly United States minister to Portugal, summarized as follows the striking leadership of this country in production of raw materials as well as in industrial activity:

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"Sixty-six per cent of the world's steel;

"Fifty-one per cent of the world's copper;

"Sixty-two per cent of the world's petroleum;

"Forty-three per cent of the world's coal;

"Fifty-two per cent of the world's timber output;

"Sixty-five per cent of the world's naval stores;

"Forty-two per cent of the world's phosphate;

"Eighty per cent of the world's sulphur;

"Sixty-three per cent of the world's mica;

"Sixty-two per cent of the world's lead;

"Sixty-four per cent of the world's zinc;

"Sixty per cent of the world's talc and soapstone;

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